THE CANNED GOODS TRADE

An Independent Journal of the Canning and Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, DECEMBER 16, 1904. NO. 17.

BEST EQUIPMENT.
BEST DELIVERY.

BEST TREATMENT.
BEST CANS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

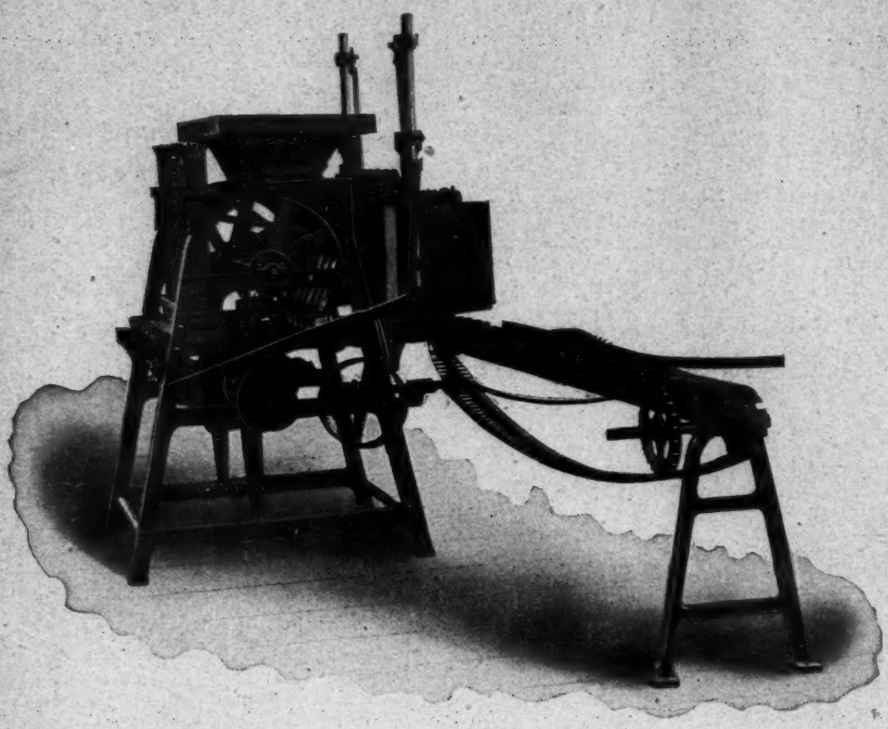
BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

PRINCIPAL OFFICES:

CHICAGO, ILL.
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.
209-221 MISSION STREET.

THE NEW 1904 BUCKLIN PEA FILLER AND BRINER.



Stittville, N. Y., Sept. 8, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.

Gentlemen—The new Bucklin Pea Filler is a daisy, in fact we believe it to be the best pea filler and briner on the market today, and no doubt when the pea canners "catch on" you will have lots of orders. We did not have a moment's trouble with it—it worked beautifully all through the season and of course we are perfectly satisfied with the machine in every particular.

Yours truly,
(Signed) The Stittville Canning Co.
Per D. B. Simmons.

Freehold, N. J., Oct. 28, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.,

Gentlemen—Yours of October 26th is received. Referring to the improved Bucklin Pea Fillers purchased of you this season, I would say that I operated them through the entire pea packing season with entire success. You will remember that I put in two to begin with, and immediately ordered two more. They do the work more completely than any filler I have operated heretofore. The cans are filled uniformly; the brine is drained off without any loss of peas, and in a perfect manner. There are no possible jams—altogether, I do not see how you could improve upon them. Its capacity is fully equal to that of the Hawkins capper. I shall equip my entire plant with them another year. Yours truly,

(Signed) Jos. Brakeley.

The "Colossus" Pea Separator

BUCKLIN CYCLONE PULP MACHINE

BUCKLIN FINISHING PULP MACHINE

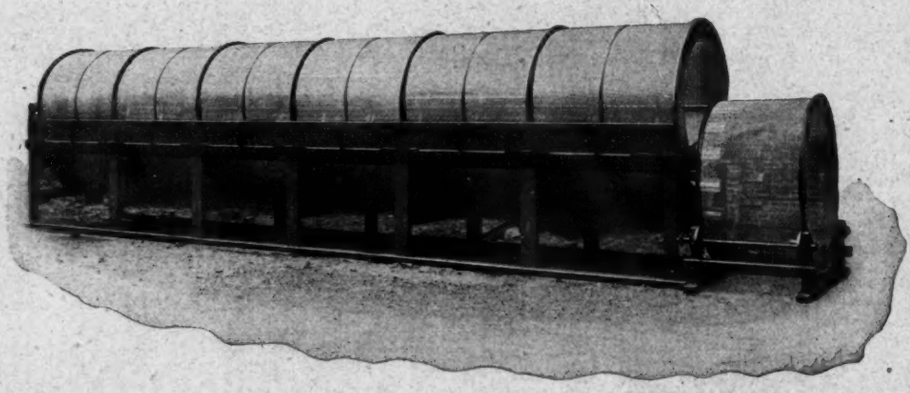
Pea Hullers

Cranes

Crane Fixtures

Peach and Apple Parers

KETTLES, CRATES, &c.



OYSTER BOXES AND CARS

Trayless Power Tomato Fillers

Foot Power Tomato Fillers

Pineapple Slicers

PINEAPPLE AND VEGETABLE GRATERS

Floor Trucks

CLUTCH PULLEYS, &c.

THE SINCLAIR-SCOTT CO.,

WELLS AND PATAPSCO STREETS,

BALTIMORE, MD.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT AND MANAGER OF SALES.

OFFICES:
PITTSBURGH, PA.

WORKS:
STEUBENVILLE, OHIO

Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

OYSTER STEAM BOXES

OYSTER CARS
OYSTER MEASURES

PROCESS KETTLES
PROCESS CAGES

POWER CRANES, Etc.

H. COTTINGHAM,

504 E. Fayette St., Baltimore, Md.

STEWARD'S

Sanitary Can.

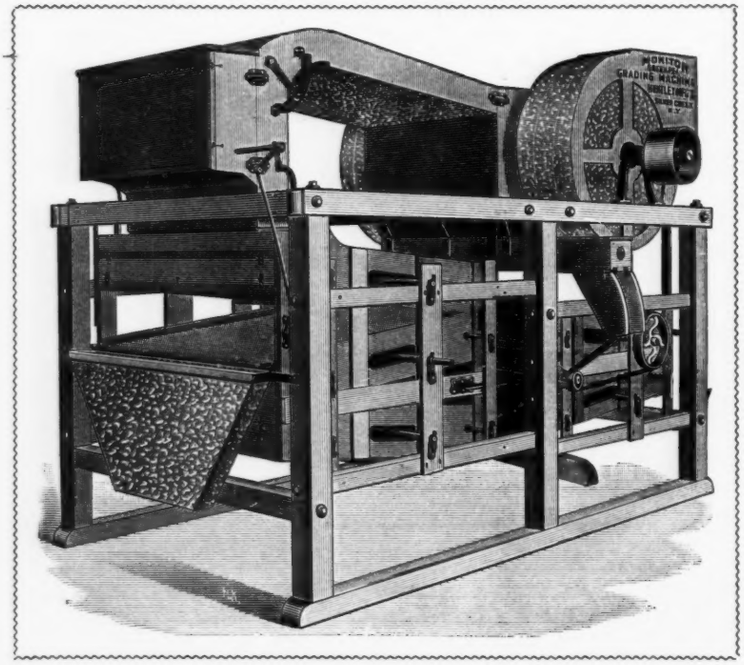
By using our system you get as near the natural flavor as possible.

SAFE FOR ANY ONE TO USE. ***CHEAPER TOO.***

L & J. A. STEWARD,

Rutland, Vermont.

The Monitor Green Pea Grader



makes six distinct classifications which are unexcelled for uniformity and cleanliness.

The Monitor has a perfect combination of most efficient screen separtions, and perfected air separations.

The Monitor Line includes Green Pea Graders, Green Pea Cleaners, String Bean Fillers and Bean Cutters.

Write today for catalogue so as to be in the front rank of successful canners.

Manitowoc, Wis., Sept. 7.

Gentlemen—We take pleasure in saying that we have used during the past season four of your Monitor Pea Graders. We do not hesitate in saying that we consider them to be the best machine on the market for grading green peas. If the capacity of our factories was increased, and we desired additional separating capacity, we would not hesitate in purchasing another machine of this kind. Respectfully yours,

THE ALBERT LANDRETH CO.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

Second Hand Machinery For Sale.

1 2-H.P. Backus Gas Engine.
1 2-H.P. Otto Gas Engine, Electric.
1 3½-H.P. Otto Gasoline Engine, Electric.
1 7-H.P. Olin Gas Engine. Electric.
1 9-H.P. W. & M. Gas Engine, Electric.
2 12-H.P. W. & M. Gas Engine, Tubes.
1 12-H.P. Otto Gas Engine, Electric.
1 14-H.P. Otto Gas Engine, Electric.
1 20-H.P. Otto Gas Engine, Electric.
1 5-H.P. Otto Gas Engine.
1 6-H.P. Otto Slide Valve.
7 No. 4 Treadle Presses.
2 No. 3 Treadle Presses.
6 Squaring Mgchines.
3 Drop Solder Cutters.
3 Screw Presses.

1 24 x 10 Clutch Pulley.
1 36 inch Exhaust Fan.
1 18 inch Swing New Haven Lathe.
1 13 inch Swing Pratt & Whitney Lathe.
1 Drill Press.
1 Emery Grinder with Stand and Counter Shaft.
1 Emery Grinder.
1 Air Pump.
1 6 x 4 x 6 Snow Steam Pump.
1 4½ x 2¾ x 4 Snow Steam Pump.
1 Small Blake Steam Pump.
2 Mitchell Power Presses.
2 Mitchell Can Floaters, complete.
1 Cameron Body maker, complete.
1 Lever Press or Punch, with deep throat.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

Can-Making Machinery.

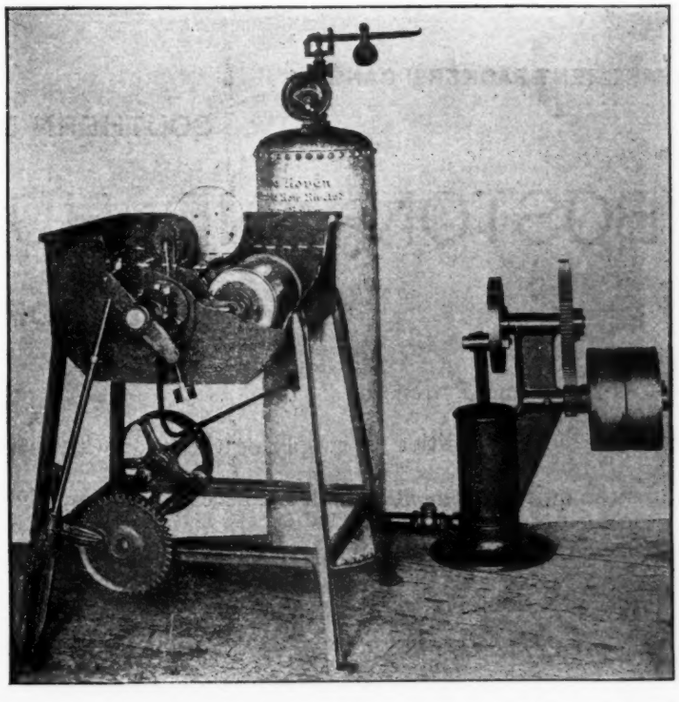
Up-to-Date

Can Tester.

Designed to work in Connection with Floaters.

Capacity: 12,000 2-lb. or 3-lb. Cans.

Will test any size Can, round square or oblong.



E. J. LEWIS, Middleport, N. Y.

Possessing the best equipped and largest factories

We supply the Finest Cans with no delays.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

THE CANNED GOODS TRADE

An Independent Journal of the Canning and Allied Industries

BALTIMORE, FRIDAY, DECEMBER 16, 1904.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

Nature, as well as the market, seems to be preparing in seasonable style for the Christmas holidays. During the past covered with a blanket of snow and more is promised at an early date.

But, outside of the chilly results of present winter, the holiday season is not improving the general demand for canned goods. Packers, however, are steadily studying the prospects for 1905, and the market is becoming interesting in proportion as it settles to a conclusion of what will be the prevailing features next year.

Tomatoes have had no friends so to speak during the past twelve months, and corn has been the darling of the whole year. We do not believe that this situation will be greatly altered during the coming year, but there is a fear that corn will likely join tomatoes in the era of low prices. Buyers appear to have reached a conclusion that canned goods are going to be cheaper, and it has been a sort of proverb in the industry that the packer works to meet the prices rather than for any other purpose.

There are probabilities, however, that the tomato market or rather tomato packing will be neglected next year to an extent that will cause it to advance late in the year under the force of demand. We regret to see this character of market more and more becoming the annual condition. An oversupplied market until the prices break to an extent that they will not pay first cost; and then a wild advance which lasts for a couple of years because so many packers lessen their quantity, and then the price advances until there is a new crop of packers, and then repeat.

This kind of market exists in quite a number of lines of business outside of canned goods, but it is not at all a desirable one to the packer. We believe, however, that brokers find profit in it; yet on the other hand the brokerage business is being overdone, as there is apparently two brokers to every canner in the country.

So far it would seem that inventors have not been particularly successful in their tomato-peeling machines, and we think it can be relied on for this year at any rate that the long-impending

suspicion that a successful tomato-peeling machine would come along and very much reduce the selling price of tomatoes will not occur this year; and the market to that extent will be safe. The market at the present quotation prices of 62 1-2 to 70c. for No. 3 of various grades is certainly not a profitable or paying market for the packers, and it will be interesting to note whether it improves between this and February.

The New York State Canned Goods Packers' Association has had its winter meeting, at which is usually put forth a suggestion of what prices should be. This year the price fixed for standard corn is 80c., a drop of 5c. from last year's figures, and they have sent out this information, with the statement that it is done to meet the Western competition that favors low prices. It is worthy of note that this reduction of expectation applies only to standard corn, and not to the higher grades, which is another way of saying that New York State corn packers do not admit that the West comes into competition with the New York State article. The opening of the corn situation there for the year 1905 shows that Maine "stands pat" in regard to prices, that New York State is inclined to shade the expectations of last year so as to retain business that the West has been encroaching upon; whilst Maryland and Virginia have prospects of a very busy season for their class of good at about last years' quotations for standard Harford county style corn. The New York Association made no prices on peas or tomatoes, the latter article apparently being too small in quantity of pack to be of great importance in that State.

There have been some reports of efforts in the Middle West to corner the market on tomatoes. We believe the light holdings of the love-apple out there could easily explain this effort, but it is certain the entire market today is utterly uninformed as to what the holdings of tomatoes are today throughout the country, and this fact takes the nerve out of the would-be cornerers. Much of the value of what future tomatoes will be depends upon what the next two months show. If the supply is as short as most well-informed parties believe, prices will advance before the middle of February. If they do not, two things are certain: one is that the prices of future tomatoes will be very low, and the other is that packers will neglect the article this coming year.

The present progress of winter gives promise of an early spring and good conditions for a large fruit crop, but in the Delaware Peninsula an early spring is very often a treacherous one, as winter, after having lolled in the lap of spring, seems to have a habit of turning virtuous and freezing out the little buds.

There is a condition of unrest in the tin and tinplate business that may affect the values of cans before the heavy ordering season of the first two months of the year set in. For instance, at present pig tin is nearly 40c. per 100 higher than it was one year ago, and tinplate per 100 pounds is 20c. lower than it was on the same two dates. It must be really very difficult for the American tinplate mills to know just what to do while tin is advancing and tinplates are declining, but it looks to us that tinplate must advance under such conditions. And as cans have been marked down to their lowest possilbe cost of production, it would naturally follow that the prices of cans will also advance.

Lead also has advanced 50c. per 100 the past year.

Pig tin in quoted at 29.35 to 29.75; tinplate, 100 pounds, 3.46; lead, 4.75 to 4.90.

The quotations will be found on their regular page.

WANTED—Position as Processor and Superintendent in Canning Factory. Can give plans for factory and set up all latest machinery and run same. Have had sixteen years experience. Address, H. Harding, Blanchester, Ohio.

The Sinclair Scott Co. make the Cyclone Pulp Machine. * * *

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries AMERICAN CANS

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

Aside from the announcement of opening prices on 1905 corn by the New York state packers, little interest has been shown in the canned goods trade in this city this week. The figures given out are: Standard, 80c.; fancy, 95c., and Country Gentleman, $1.05. These figures are 5c. below the opening quotations made by the association on their 1904 pack, and it is said that this difference is forced because of the competition of Western packers. The first announcement caused some slight interest in the trade, but afterward it disappeared. Some large handlers here say that this does not represent the true value, but only quotations to small buyers. It is said here that these figures will have no influence on the market. When large buyers are ready to place orders packers are likely to base their prices upon actual values then representing market values, and not upon any fictitious or suppositious value. With desirable brands of Western goods offered 10c. below these figures a reduction will be needed to enable state packers to compete successfully. No prices have been made on Maine corn, but a price of $1.00, compared with 97½c. last year is expected. Complaints of slack filled cans will force better packing, and that in turn will increase cost of production. Almost no interest has developed in future corn and the market for spot goods is dull with prices more or less nominal.

Tomatoes.—The market has been quiet all through the week. The only interest has been a mild sort of wonder regarding the proposed syndicate to corner the market. There was a statement early in the week that a rumored sale of 12,000 cases at 55c., f. o. b. factory, was a wash sale, but it is said now that the sale is genuine. It was one of a number of sales at low figures made recently by packers who need ready money. Sales of car lots at 65c., f. o. b. New York, are moderately numerous. Another sale of 1,000 cases at 62½c. delivered here. It could not be learned whether any more can be had at 55c., f. o. b. factory, or not.

Beets.—Small sizes are scarce and are wanted. A sale of several hundred cases were offered from Philadelphia at $1.25.

Apples.—Gallons show rather a wide range of prices. State packers are holding for $1.85, but there are offerings down to $1.75 and a sale of a car of Pennsylvania pack was reported at $1.65 delivered New York.

Peaches.—There is more or less demand for lemon clings and pie grades, but short supplies restrict business and keep the market firm. Holdings of Southern grades are light and dealers refuse to sell, excepting at full prices. More inquiry is reported for peaches than for any other sort of fruit. The scarcity in California makes it necessary for buyers to take more Southern stock, and that, in turn, reduces supplies already small. Before spring a very stiff market is expected.

Plums.—Not much interest is shown, excepting here and there dealers who want to complete stocks of fruits. New York 2s are held at 95c., with here and there a holder who wants $1.00. Gallons are quoted at $2.50. California 2½s are firm at $1.35 to $2.15.

Cherries.—A little interest is shown, but sales are relatively light.

Strawberries.—Business is confined to actual requirements. Standard 2s are held at $1.30 to $1.40 and gallons are quoted at $4.25.

Sardines.—The market is unsettled by strong competition and indifferent demand. Sales of quarter-oils are reported as low as $2.60, f. o. b. Eastport, but this is probably not an open quotation. Official figures will be issued.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries—AMERICAN CANS

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

Salmon.—There is a free demand for red Alaska in car lots and less at previous quotations. Pink is quiet and business in other grades is within narrow limits by light available supplies. The total pack was 1,750,000 cases short. HUDSON.

CORRESPONDENCE.

Aberdeen, Md., December 10, 1904.

We report the market as follows:

Tomatoes.—A considerable falling off in demand this week has been even below the average for this time of year, and the urgency in which offerings have been made from certain quarters in order to realize, have taken out of the market whatever strength prevailed during last week. For the two weeks past, prior to this week, there was some indication that holders were getting into more comfortable shape, and at that time there was little indication of any further important offerings from holders. The week closing, however, has developed pressure to sell among a few holders, which, together with the lack of interest on the part of jobbers, largely due to more important interest in holiday lines, has left the market in the same uncomfortable position it was thirty days ago. In consequence, closing quotations today show considerable irregularity, with apparently no relief in sight until weak holdings are disposed of. Whether reports of the week, which have been given considerable publicity as to the real or imaginary concentration of tomatoes into speculative channels, will offer any real solution of the present state of the market remains to be seen. We can not help but feel that from a statistical standpoint of the season's pack, there is little occasion for the market to be in its present condition. The present conditions of the market has affected 3s and gallons more than 2s. In the latter, demand has been quite good at 45 to 47½ cents. We have refusal and offer several round lots of Maryland and Delaware Packing choice standard 3s for buyer's label. Call particular attention to quotations on brands of tomatoes under our control on the reverse of this letter.

Corn.—New business for the week quite as good as last week, with range of inquiry broadening out. We have inquiries this week from sections from which we did not anticipate inquiry for some time. There can be no question that corn is moving out well, particularly so among better lines. We call particular attention to several lines of choice Maine Style packing and Fancy Shoe Peg packing.

STRASBAUGH-STECKEL-HEWITT CO.

Baltimore, December 10th, 1904.

Ws report the market as follows:

Tomatoes.—There has been a very good inquiry this week for No. 3 standard tomatoes at 60 cts. per dozen, f. o. b. county. It is a difficult matter to find packers willing to sell at this figure, yet here and there we have been able to fill some of the orders we have received. Most packers have put their peg down at 62½c., and it looks as though they are going to "stand pat" at this figure. Quite a number of reports are being circulated about large blocks of tomatoes being turned over at ridiculously low prices, such as 55c. per dozen. We have been trying to verify these reports, but as far as we can learn, there is nothing in them. Many of these reports originate in this way: Some tomatoes have been shipped during the past few months to certain large nearby markets, and have been rejected. Having been rejected, the goods have a black eye, and packers are disposed in some cases to let them go for what they will bring. Some of these goods have been sacrificed and it is very easy to see how these reports are spread on a basis of a few sales of this character. The actual condition of the market has been bad enough during the past few months, and there is hardly anything to be gained by exaggerating. What orders we are getting for tomatoes are invariably accompanied by a request that shipment be made immediately on account of light stocks. Naturally, as long as the impression is so strong that the market is thoroughly demoralized, and that there are more than enough Tomatoes to go around, buyers are not going to load up with tomatoes even though they may appear to be a fairly good purchase; but the fact nevertheless remains that at present prices, tomatoes are, to use a familiar expression, "dirt cheap."

THOS. G. CRANWELL & CO.

FOR SALE.

Limited quantity Canner's varieties Pea Seed in excess of our coming season's wants. Admirals, Horsford's Market Garden, Advancer and Heroes. All Michigan and Wisconsin grown. Grown especially for us from selected stock, roughed, screened and hand picked. ERIE PRESERVING CO.,

Buffalo, N. Y.

FOR YOUR

CATSUP AND JELLY

you ought to use only

"AMALIE" BRAND

COLORS

They create a natural color effect, and are extremely economical in use . . . .

Preserving Salts

FOR

Tomato and Fruit Pulps

of the best obtainable quality.

Soldering Flux

that is always reliable.

German-American Chemical Works,

L. SONNEBORN SONS,

801-809 S. Wolfe Street,
BALTIMORE.

102 S. Commercial Street,
ST. LOUIS.

281 Pearl Street,
NEW YORK.

VIRGINIA CAN COMPANY

MANUFACTURERS OF

Packers' Cans

Capacity:

130,000 Cans per day of ten hours.

OUR RECORD IS:

"We Have Never Had a Complaint."

Correspondence Solicited.

Virginia Can Company,

Buchanan, Virginia.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

In the tomato department there is more gossip than business, the talk being inspired by rumors of syndicate operations for the control of the supply of canned tomatoes. The market is dull and depressed, No. 3 standard tomatoes of Southern pack offering freely at 65c. delivered here. Corn is pressing for sale when of ordinary quality, but the fancy grade is hopelessly scarce. Western packs are irregular in quality and price. Best Maryland corn is scarce and firm, and favorite brands of New York State corn are easily able to find a market. Western, delivered, 80c. for full standard; State, delivered, 82½c. Peas are quiet. Beans are not wanted at the moment. Peaches are quiet. California lemon cling peaches are very scarce and wanted. Apples are quiet. Pineapple is working out through the consumptive outlet at a fair rate and is held with some firmness. Extra fancy sliced and pie grated fruit is growing scarce. The small fruits are quiet. Salmon is said to be in small supply, but nobody is growing excited over the fact, and there are no price changes to report. The spot quotations are $1.17½ to $1.23½ for Alaska red in tall cans and $1.10 to $1.12½ for medium red; pink, 80 to 85c. Oysters are rather easier at Baltimore. Domestic sardines are easy, demand being light and supply full—¼ oil, $2.85 to $3.00.—*Merchants' Review.*

Chicago.

Canned Goods.—The feeling on tomatoes appears to be gradually strengthening, which is natural in view of the fact that reports from Baltimore and Maryland, whch hold the largest bulk of the supply at present, indicate that the weak canners are nearly all sold out, leaving the market in the hands of packers who are financially able to carry stocks until better prices are obtainable. Corn is about as last week. Demand is fair, but is expected to improve during January. Peas are unchanged. This item should sell freely after the turn of the year, as prices at present are low. All canned fruits continue firm, with peaches still in the lead in point of both demand and strength. Canned sauerkraut is selling well at steady quotations. A fairly good business is being done on canned pumpkin. Salmon is very strong, as, considering the time of year, supplies are light. Several grades are reported in advices from the Pacific coast as being in very light supply. All the better grades of salmon are extremely firm. Sardines are unchanged since last week. Oysters (coves) are firm and in demand. Lobster and shrimp remain firm. The supply of both is reported small.—*Grocers' Criterion.*

Philadelphia.

Tomatoes are slow and unchanged in prices. The market seems hopelessly sluggish. There are no material concessions, however, except on undergrades. Corn is selling at unchanged prices and the market is without development. Peas are selling slowly at unchanged prices. There is some demand for peaches. Some California peaches have been brought and sold during the week at stiff prices. Stocks of peaches everywhere are light. String beans are getting scarce, and packers report stocks low. It is still possible to pick up odd lots cheap, however.—*Grocery World.*

Boston.

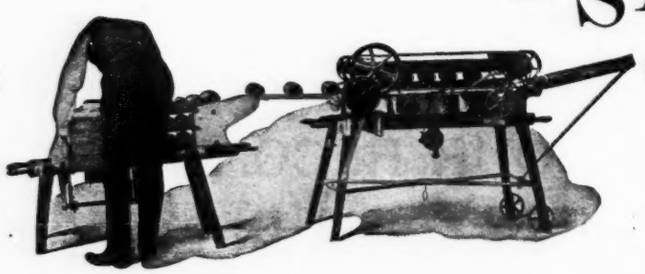
The sardine packing season is now over, and reports from eastern Maine indicate that the season was a successful one, and that a very large pack was made. The independent packers have been active and have kept prices at a low level.

Canned salmon is firmer, especially for the lower grades, the Japanese government being reported to have bought freely for army purposes. The jobbing prices are revised.—*New England Grocer.*

Toronto, Can.

Canned goods have given place to foreign dried fruits and nuts, the requirements of the trade in the former article being pretty well met for the season. Only small stray orders are reported for the week at the high prices prevailing. At the same time a brisk and increasing trade in canned vegetables is reported throughout the retail trade. Canned fruits and fish are quiet. Very little of special interest in salmon need be expected from now on; this week's news consists in reported arrivals of "Sunflower" brand pink salmon on the market.

KNAPP *Labelers* and *Boxers* are *STANDARD* *throughout the World.*



Now is a good time to learn for yourself all about these machines before the season begins. You will find them reliable, dependable and practical. Each machine guaranteed to do good work. It is easy to get shipments out promptly with a "Knapp" outfit. Hundreds of satisfied users speak in the highest terms of the "Knapp."

One of our largest packers, who used these machines for the first time this season, says: "I made a mistake in not ordering them earlier."

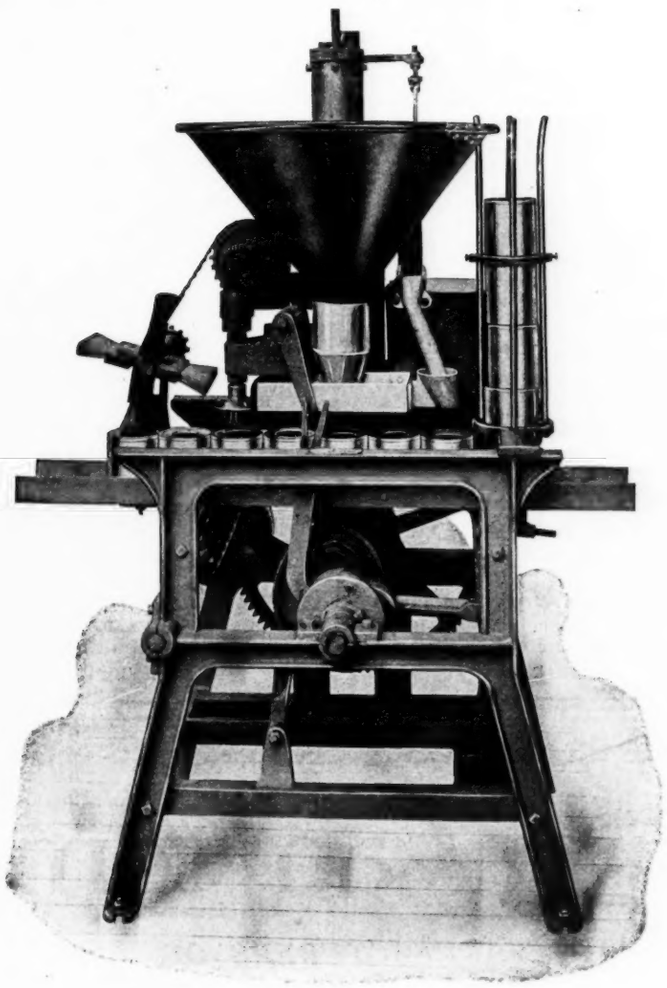
Write us today.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

Tomato Machinery.



Improved Jersey Queen Tomato Filler.

Makes Great Improvement and Saving in Packing Tomatoes. Does not Mash the Fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

Montreal, Can.

The demand for canned goods of all descriptions is fair. The quality of goods offering is considered first-class. Consumption, however, is of a hand-to-mouth character. Finest Fraser River salmon is not available in abundance, and there is usually a good demand for it at this time of the year. High prices are expected to continue for the remainder of the year. Alaska salmon is selling cheaper than Fraser River and it is the general tendency of the trade to turn its attention to the article which is not only good in quality, but in good supply. Lobsters are selling slightly cheaper and the demand is increasing. Canned meats, fruits and vegetables are selling slowly and prices are unchanged.—*Canadian Grocer.*

London, England.

Salmon.—There is not much doing in this market, but a firm tone prevails. The "Lake Manitoba" has brought 1,000 cases to Liverpool.

Lobsters.—Good parcels of ½ and 1 lb. flats are readily taken up, and prices keep firm. The "Damara" has arrived at Liverpool with 781 cases.

Sardines.—Business continues to be moderate at unchanged rates. Amongst recent arrivals are the "Montanes" with 3,127 cases, the "Calderon" with 1,544 cases, the "London" with 1,460 cases, and the "Narbonne" with 1,467 cases, the last-named to Liverpool.

Meats are a firm market, and business continues fairly good.

Fruits and pines have been a quiet market, but there is no change to report.

Liverpool, England.

Salmon.—Market keeps quiet but firm, particularly for best quality goods.

Lobsters.—More money is being asked for these in consequence of fine quality becoming scarce.

Fruits quiet.

Tomatoes.—More inquiry for these and the current low rates of prices are inducing sales.

Rabbits continue in request.—*Grocers' Gazette.*

Tomato Situation.

While the market on tomatoes has not shown any signs of an advance in the near future, as judged by the quotations, nevertheless there is a feeling that it will go higher probably after the turn of the year. The *Grocers' Criterion,* of Chicago, in commenting on it says:

Canners are talking more bullishly now than at any time since the close of the canning season, which is taken as an indication that the tomato market will probably experience a gradual rise.

The canners claim that the pack of 1904 was between two and three million cases less than last year's pack, and they dispute the assertion that the surplus carried over from 1903 and anything like large enough to make good the 1904 shortage. Well posted canned goods men present figures to show that the carryover, instead of amounting to around two million cases, was in reality less than one million, and, if this is correct, the existing supply of tomatoes is much smaller than in December, 1903.

Tomato canners also point to the fact that by far the largest part of the present year's pack has already passed into consumptive channels, leaving the stocks in packers' hands comparatively small. Wholesalers and retailers bought heavily after the packing season ended, because, as the canners point out, they had bought very few futures and needed the goods for trade requirements. This demand has caused a big reduction in supplies held in warehouses.

Consumption is expected to be unusually heavy during the coming six or seven months, owing to the prevailing low quotations.

And rumors are afloat that parties are trying to corner the market by buying up spot stocks. The market should be benefited by all this interest.

POSITION WANTED.

Do you want a manager or superintendent for your factory for 1905? Am up-to-date in all branches.

Address,

A. B. C., care of The Trade

FOR SALE.

Canning Factory, located in Central New York, in the Mohawk Valley, on the great New York Central Railroad. Has a capacity of 50,000 cans of corn a day. Factory established 1888; has good reputation for first-class goods; equipped with all modern machinery. Address,

WHITESBORO CANNING CO., Whitesboro, N. Y.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Circleville, Ohio, Dec. 6, 1904.

Wheeling Can Can Company,
Wheeling, W. Va.

Gentlemen—

Replying to your favor of the 3rd inst., desire to say that during the past season we used a little over five million of your Cans, and take pleasure in stating that they have given entire satisfaction. The cans were neat in appearance, well made and superior to any Cans we have used for several seasons.

Wishing you continued success, we remain,

Yours truly,

C. E. SEARS & CO.,
Per H. M. Crites.

Write for our Prices before You Buy.

OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

Copyrighted by THE TRADE COMPANY, 1904

WITH this issue we take up the canning of meats, of all kinds, and in considering these for canned goods packers, they must necessarily be viewed in the light of specialties.

There is, of course, a great demand for corned beef in cans, and a considerable demand for all the rest of the list, but it is not such at present as to warrant a packer going into the business, unless he is sure of his market.

There is no doubt but that if he extensively advertised this line, a large increase in the demand could be made, and some day this will come about, but until then the canning of delicacies in the meat line will be restricted.

It is hardly necessary to say that the cost of raw material is considerable, and that the extensive packing of these lines will cause a large outlay of money.

MEATS.

Packers of fruits and vegetables, wishing to establish a winter pack, and who are so situated as to be able to procure supplies of poultry, game, etc., at reasonable prices, may be able to include these items in their line.

Of course it is understood that the small canner cannot compete with the great meat packing establishments in heavy lines, such as corned beef, but there is a certain demand for high grade specialties which he may supply at a profit.

All raw stock must be in good condition when packed; no amount of manipulation or processing will make bad meat good; high spicing may cover the putrid odor and taste, but will not insure the consumer against ptomaine poisoning.

As far as possible pack meats in cans while hot, and process without exhausting. If packed cold, cap, tip and give one-half the process, then vent cans, reseal, and give remainder of process. Process temperature for all kinds of flesh is 250 degrees F.

The preliminary cooking in water may be done either in jacketed kettles, or tanks containing closed copper coils; provide, and use, unless otherwise directed, tight-fitting covers for same; do not throw meat loose in vessel, but pack in a covered wire crate made of tinned iron, or, if not too expensive, of perforated copper.

Utilize the surplus liquid in which meats are boiled for soups.

MEAT JELLY.

Place 100 lbs. calves' feet with 12½ gals. water in kettle and add 2 lbs. sliced onions, 2 lbs. sliced carrots, ¼ lb. each of whole black pepper, celery seed and green pot herbs contained in a muslin bag; turn on steam, bring slowly to a boil and simmer eight hours, adding water to make up loss by evaporation; draw off liquor and strain; when it jells, skim grease from top and return to kettle, adding 1 pint of lemon juice or 1 oz. Tartaric acid; turn on steam and heat to 180 degrees. Mix ½ gal. white of egg free from yolk, with an equal bulk of water, crush the egg-shells and add thereto; stir this thoroughly in the melted jelly, bring to a boil and strain through a flannel bag previously wet with water. Instead of eggs, blood, or the Isinglass solution given under soups may be used.

BOILED BEEF.

Select moderately lean beef, cut in can size pieces, allowing 25 per cent for loss in weight, place in crate and plunge in water boiling, containing 3 lbs. salt to each 12½ gals. Boil 2½ to 3 hours, hoist out crate and pack meat in cans; fill the cans with jelly made by boiling down 12 gals. of the water in which the meat was cooked to 6 gals. and dissolving therein 1 lb. gelatin, previously soaked in cold water for 1 hour, and adding 2 ozs. ground white pepper. Solder on tops, tip and process at 250 degrees 1 lb. cans 45 minutes, 2 lb. cans 55 minutes, 3 lb. cans 65 minutes, and 5 lb. cans 85 minutes.

CORNED BEEF.

Cut the corned beef to can hole size, place in kettle and cover with cold water, bring slowly to a boil and cook gently one hour; hoist crate from kettle, place beef in cans, packing and ramming solidly, cap, tip and process at 250 degrees 1 lb. cans 40 minutes, 2 lb. cans 45 minutes, 3 lb. cans 50 minutes, 4 lb. cans 55 minutes, 5 lb. cans 60 minutes, 6 lb. cans 65 minutes 7 lb. cans 70 minutes, 14 lb. cans 90 minutes.

ROAST BEEF.

Cut the beef in can size pieces, allowing 30 per cent for shrinkage; wrap the pieces with string and place on end in roasting pan; for a 50 lb. batch, sprinkle on the beef, one oz. ground black pepper, and place in the pan 2 quarts water in which has been dissolved ½ lb. salt; place pan in a hot oven and cook 30 minutes for 2 lb. pieces, 40 minutes for 3 lbs.; turn the meat when half the time has expired, and baste to prevent burning; when done, take out the meat and make gravy for a quart of the pan grease, and one pint of flour and mix smoothly, then 2 gals. boiling water, and stir continually until it boils; add ½ lb. salt, 1 oz. ground black pepper, and sufficient caramel to produce a rich brown color. Place the roasted meat in cans, fill with the gravy, solder on lid, tip and process at 250 degrees 1 lb. cans 40 minutes, 2 lb. cans 50 minutes and 3 lb. cans 60 minutes.

BEEF CANNELON.

100 lbs. beef.
4 doz. eggs.
½ lb. green parsley, chopped fine.
10 lbs. bread crumbs.
¼ lb. powdered Tartaric Acid.
2½ lbs. salt.
2 oz. ground black pepper.

Trimmings and odd pieces of lean beef are used; cut in small pieces and plunge in a boiling solution of salt 3 lbs., water 12½ gals., cook until moderately well done, then chop fine. Dissolve the acid in a pint of water, separate and beat the eggs, and mix all the ingredients together; pack tightly in 1 lb. flat cans, cap, tip and process 55 minutes at 250 degrees.

PRESSED BEEF.

100 lbs. beef.
2 lbs. salt.
½ oz. ground cloves.
½ oz. ground mace.
1 oz. ground cinnamon.
1 oz. ground allspice.
4 oz. black pepper.
½ oz. Cayenne pepper.
1½ pints vinegar.

Place the beef in kettle, cover with cold water, bring to a boil and cook until well done; remove all bones, cut in small pieces, mix with salt and spices, and pack in 1 lb. flat cans.

Tin in America.

According to the United States Geological Survey, although about 43 per cent of the world's production of tin is consumed in the United States, none of that useful metal is produced in this country. Many hundred tons of metallic tin and chemical salts of tin, chiefly the chlorides, have been obtained by the chemical or electrolytic treatment of new tin scrap from tin can and fruit tin factories, but as tin so produced is manifestly of secondary origin, it can not be properly classified as a first mineral or metal product in the sense given to these terms in the statistics presented by the United States Geological Survey. In a report entitled "The Production of Tin in 1903," prepared for the Survey by Dr. Joseph Hyde Pratt, the statement is made that the mineral cassiterite, tin dioxide, containing 78.6 per cent of metallic tin, has been found in no less than 17 States and Territories of the United States, but in only two or three places have attempts on a large scale been made to place the industry in this country on a productive footing. The most notable deposits of domestic tin ore are those at Harney Peak, South Dakota, and those in North and South Carolina, and in Alaska. The development of these deposits, however, has not yet reached a productive stage.

The Harney Peak Tin Mining, Milling and Manufacturing Company reports that during 1903 there has been no development of the properties beyond the regular amount of work required for the annual assessment. There is abundant proof of the presence of tin ore, but the experiments have been made on too small a scale to determine accurately the average quantity of tin that the gravels would yield. Although there has been no appreciable development of the Harney Peak properties, the Tinton Tin Company, controlled by Chicago interests, has been working during the last two years on its claims located in what is known as the "Nigger Hill" and "Bear Gulch" districts, West of Deadwood and Lead, South Dakota, and 75 miles Northwest of Harney Peak. A thorough sampling of the deposit, subsequently confirmed by mill runs of several hundreds tons of ore, has proved the existence of large blocks of ground that contain workable quantities of tin ore. The quantity of ore so far treated has averaged 1 per cent of metallic tin, and assays of the concentrates have shown from 62.5 to 65 per cent of metallic tin.

What may be called the Carolina tin belt extends from Gaffney, Cherokee County, South Carolina, and in a general northeasterly direction across this country, across the southeastern corner of Cleveland County, North Carolina, and across Gaston and Lincoln Counties, North Carolina. The tin deposits found in Rockbridge County, Virginia, may be a continuation of the Carolina tin belt across Catawba, Iredell, Yadkin and Surry Counties, North Carolina. The principal locality in South Carolina where tin ore has been found is about one mile North of Gaffney, on land belonging to Capt. S. S. Ross. Other deposits are known in the vicinity of the town of King's Mountain, North Carolina, on the Southern end of Chestnut Ridge, about 2½ miles northeast of King's Mountain, and on the John E. Jones plantation, 7 miles northeast of King's Mountain. The Southern Railway traverses a considerable portion of the tin belt, and any commercial deposits that may be developed will have good railroad facilities. The report contains many interesting details concerning the geology of this district and the mineralogical and chemical character of the ore.

The tin deposits of the York region, Seward Peninsula, Alaska, have been described by Mr. Arthur J. Collier in Bulletin No. 229 of the United States Geological Survey. Several tons of tin ore have been shipped from the deposits of Buck Creek, and a number of companies operated their claims during 1903. In one instance an average of 27 pounds of concentrates containing 60 per cent of metallic tin was obtained from a cubic yard of gravel. Cassiterite is found irregularly distributed over an area of 450 square miles of the Seward Peninsula.

This report is an extract from the current number of the Survey's annual volume, "The Mineral Resources of the United States." It is also published in pamphlet form for gratuitous distribution, and may be obtained from the Director of the United States Geological Survey, Washington, D. C.—*American Metal Market.*

Honey as a Preservative.

Honey as a preservative of fruit will be one of the new uses for the sweet product of the hive, explained by Frank Rauchfuss, secretary and manager of the Colorado Honey Producers' Association, in the address he will make before the Hamilton County Beekeepers Association Friday night. He and one or two other experts on bee culture have been experimenting, and he declares the plan very successful. The raw fruit is put in the honey and thus retains its natural flavor, instead of getting flat, as it does when cooked for the old style of preserving.

Rauchfuss says honey is now used in large quantities for sweetening chewing tobacco.

Its healing properties are just being discovered by the medical profession, and several salves and concoctions for external use are now on the market in which honey forms a large factor. Beekeepers, for years, have used honey to allay the pains caused from bee stings. When the insects inflict hundreds of stings, honey is the first aid to the injured.

The Attempted Tomato Pool.

A writer in the New York Journal of Commerce had the following to say:

"Reports were current in West Side canned goods circles yesterday that the movement to effect a concentration of the stocks of canned tomatoes is being engineered by three prominent western financial interests working in harmony with Philadelphia and Baltimore brokers. The names of the western interests are not given out, but it is said that they are well-known in Chicago grocery trade circles. The eastern interests are said to have secured considerable stock and while so far as can be learned the pool has not been openly named, it has connections in this market."

A New Process Machine.

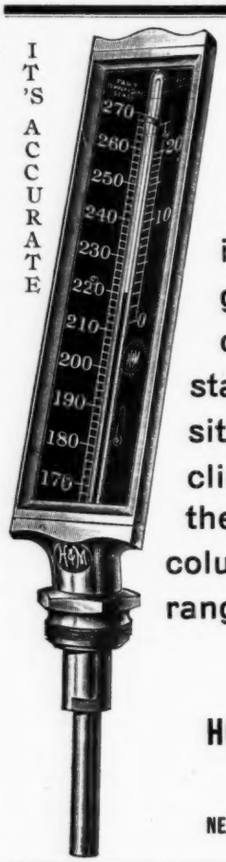
Shelbyville, Ind., December 2.—Capitalists of Johnson county have organized the Greenwood Process Machine Company, headed by L. E. Slack, president, and W. B. Jennings, secretary, to manufacture the Jennings processor, a labor-saving device, to be used in canning factories. The processer will cook 20,000 cans of corn or tomatoes daily, and requires but two people to operate it. Benefield Bros., of Columbus, are making the first machine.

FOR SALE.

One McDonald Power Can Testing Machine; capacity 30,000 per day; 2-lb. and 3-lb. cans, One Johnson Power Can Tester, capacity 50,000 cans per day. All in perfect running order and good as new. WINTERS & PROPHET,

Mt. Morris, N. Y.

Ask for Catalogue No. 5.



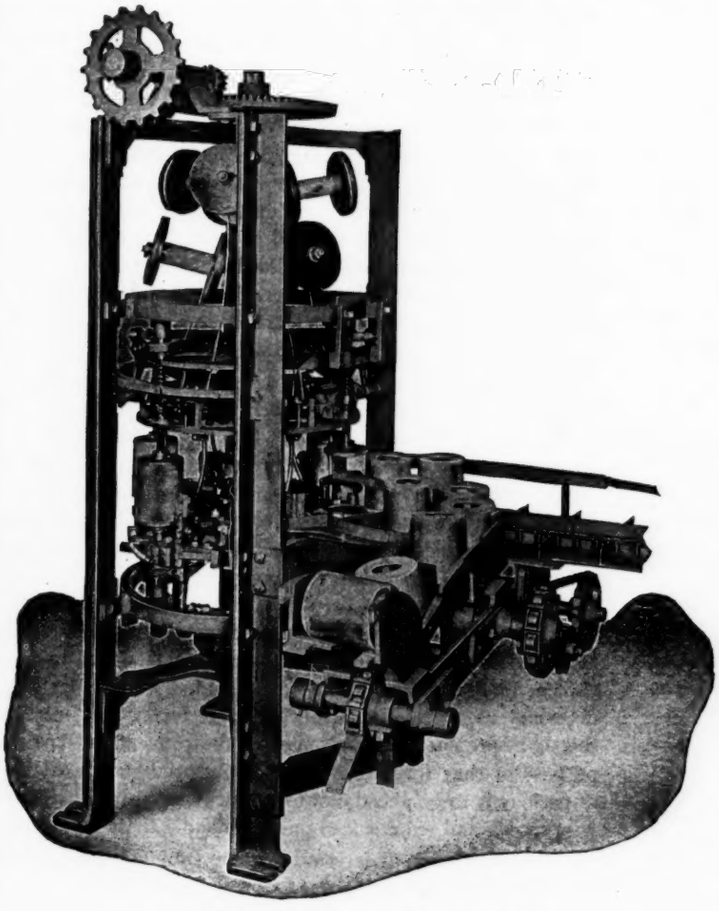
OUR
RECLINING FACE
PROCESS
THERMOMETER

is constructed upon an angle which permits the stem of the Thermometer to stand in a perpendicular position while the scale is reclined backwards so that the height of the mercury column is directly within the range of the eye.

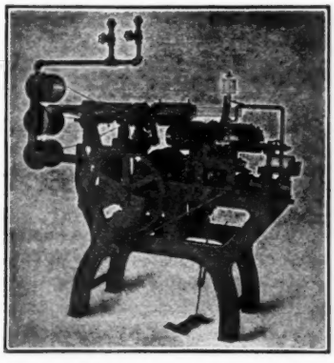
HOHMANN & MAURER MFG. CO.
ROCHESTER, N. Y.
NEW YORK. LONDON, ENG. CHICAGO.

Ask for Catalogue No. 5.

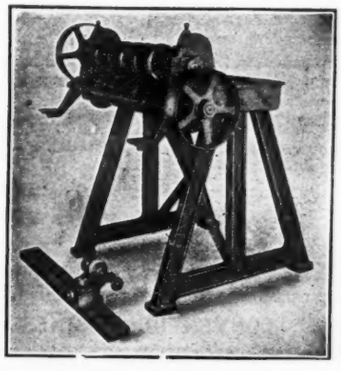
Automatic Can Making Machinery.



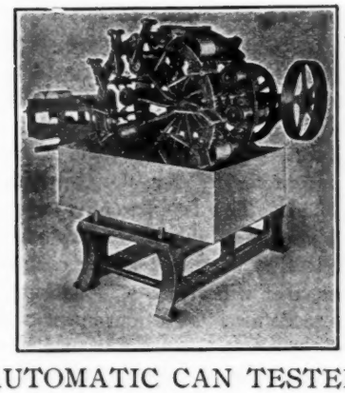
AUTOMATIC CAN FLOATER.



AUTOMATIC SEAMING MACHINE.



BODY SLITTER.



AUTOMATIC CAN TESTER.

ALSO

Ballard Pea Filler,
Stevens Tomato Filler,
"King" Tomato Filler.

Send for New Catalogue No. 10.

AYARS MACHINE COMPANY,
SALEM, NEW JERSEY.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year,	$2.00
Six months,	$1.00
Foreign,	$3.00

ADVERTISING RATES.—According to space and location.

Make all Drafts or Money Orders payable to THE TRADE CO.

Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

All subscriptions not ordered discontinued are considered to be renewed, and bills will be sent for same.

Postage stamps above the denomination of 2c. are not wanted in remittances.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, DECEMBER 16, 1904.

CONVENTION BUSINESS.

It is now less than two months to the time of the regular meeting of the annual convention of the canned goods packers' associations. There is much that should have been attended to before this, but in the absence of information as to the place of meeting it was impossible to decide anything definitely.

It will be remembered that the decision as to the place of meeting in 1905 was left to the officers of the associations to fix during the year. We have just received a telegraphicc dispatch from Secretary J. T. Staff, of the Machinery and Supplies Association, informing us that the convention would be held at Columbus, Ohio. This is apparently a violation of the agreement that it was to meet alternately East and West; but we are raising no difficulties in regard to the convention matters, now or at any time, that will create sectionalism; and we remember the point was made after the adjournment of the convention last year that Columbus was neither East nor West. If this is the basis of the decision in the present case, the convention could continue to meet at Columbus for an indefinite number of years because it is neither East nor West.

We wish here, however, to call attention to some important matters which might be considered as "unfinished" business, and were left in charge of committees since last year.

One of these is of great importance. At a meeting of the three associations known as a "joint meeting," Mr. E. S. Judge made a motion that a committee be appointed with instructions to prepare a plan for the closer union of all the associations, so that the annual meeting might be known as a National Association. The gentleman in the chair at the time objected to Mr. Judge's motion as requiring too much time and work, and recognized another gentleman who made a motion to about the same effect in different words; that is, that the question of uniting all the canners' associations into one National Association be referred to a committee consisting of the presidents of the three associations, with instructions to report a plan for the consummation of this idea, to be submitted to the convention in 1905. This motion was unanimously adopted, and the committee named as moved; that is, President Frasier of the Western Canned Goods Packers' Association, President Rouse of the Atlantic States Associ:tion, and President Knapp of the Machinery and Supplies Association. There is therefore a duty of these three gentlemen which is important in its purpose, requires great consideration and wisdom in its application, and a report at the meeting of next February.

It is hoped that that report will be forthcoming; that it will be liberal and non-sectional in its purposes, and that it will be such as will answer for a long time and not merely for application today. It will be but a very short time now when the Pacific Coast should be and will have to be represented in this annual convention. The method of procedure in the convention will have to be on a well-considered basis because it will not do to allow aggressively-minded sections to shut out newer, weaker or smaller sections from consideration, as proper untiy can only be obtained by proper consideration of the rights of all.

The canning business has developed very extensively, and speaking continentally it has been organized in nearly all the Northern and Western sections; but the Pacific Coast and the entire South are virtually not represented. This has been almost entirely the fault of the packers in those sections, as efforts have been made to organize the packers in the South that were one time partially successful. But, as we have pointed out in these columns, the local market was not strong enough there to support canneries that had been placed there, and railroad freights were too high to justify canneries continuing with any hope of ability to compete with the Northern canners. But, as we have shown, time is curing all those evils; and it will be wise and necessary to provide in advance for the increase of membership that is at present not represented in the convention—because the purpose of thus forming a National Association out of the body of packers is to go ahead, not to go backward; and it will require wise minds and experienced ones to handle these questions.

It must also be understood that the Brokers' Association, and possibly other affiliated associations, will have to be considered in making arrangements for this National Association; for the greatest desideratum of these annual conventions is to bring together the representative bodies of the business and their members so that eventually the annual convention of the packers will be a place where prices may be agreed upon to be paid for goods which are to be packed, as received from the farmers; prices on future orders to be taken from the jobbers through the brokers, and so on through the whole list until the National Association meeting in February will be a sort of general annual exchange of the bulk of the year's business that will be done in advance.

When the canned goods business gets to such a point as this, and we should be very near to it now, the annual gathering of the canned goods men of all kinds will be a salutary business for all interested and a progressive lesson to all other lines of business, giving public dealing in all lines to all persons through the proper channels for the purpose of doing away with underhand dealings; so that all men will know what the market is, what it is to be, and make their own computations from their own locations and surroundings.

This, of course, implies that the grower, the packer, the broker, the wholesale distributor, and even the freight representative will be present to do business upon a thoroughly business basis.

The annual convention will then be a great gathering of business men for business purposes, including the machinery

and supply men of all sections, and the exhibit in that line will then dwarf anything that has ever been attempted.

With such an accomplishment we will see the fish packers, whether salmon or sardine; the meat packers in tin, the milk packers, and all others who produce canned goods, not only glad but anxious to become members, and the industry will take a great and respectable place among the industries of the United States.

These few remarks will show what an important work is before the committee in unifying the local associations into one national body and we have the utmost confidence in the three excellent gentlemen who form this committee, because they are experienced, able and broad-minded men. They should be able to put this great question at least upon a solid basis to begin with.

Columbus, O., Convention City.

We are in receipt of a telegram from Secretary John T. Staff, stating that Columbus, Ohio, had been decided upon as the city in which to hold the annual convention in February, 1905. As the constitutions of all the associations to meet here call for the second Tuesday in February, the meeting this year should be during the week commencing February 13, the exact dates being February 14, 15, 16, 17 and 18, 1905.

The attendance should be a remarkable one this year, as all the associations have agreed to meet there, and there will thus be the members of the Western Canned Goods Packers' Association, the members of the Atlantic States Association, the members of the National Canned Goods and Dried Fruit Brokers' Association, and the members of the Machinery and Supplies Association. And it is hoped that not only the members now on the books of the various associations will attend, but every canned goods packer, broker or machinery man will realize the great advantage in coming together thus once a year, and so lay his plans as to be with the crowd during that week.

The managers of the convention may be relied upon to provide a most interesting and important program, and the machinery exhibit gives promise of greater interest than ever before.

Remember, whether you are now a member of any association or not, you will be heartily welcomed, and you will be benefited in your business by lending your presence to the meeting.

The railroads will undoubtedly make the usual reduction in rates for the meeting, and the hotel accommodations have been proven most satisfactory in every respect.

New York Canned Goods Packers Association Meeting.

The annual meeting of the New York State Canned Goods Packers' Association was held Thursday, December 8, in the assembly room of the Yates House, Syracuse, N. Y. Nearly all the members were present, and as a result a thoroughly interesting meeting was held. This association is one of the most progressive of the smaller associations, and does excellent work, as is testified to by the membership, which includes nearly, if not all, the important canners of the State.

After the usual routine business was completed and the reports of the standing committees were heard, a general discussion of prices for the 1905 pack was indulged in. This proved to be the most important work of the meeting, and a resolution was passed that it was the sense of the association that the price for corn, 1905 pack, should be $1.05 per dozen for "Country Gentleman" corn; 95c. per dozen for fancy corn; 80c. per dozen for fancy corn, all f. o. b. factory, less freight allowance of 15c. per 100 pounds.

These prices are about 5c. per dozen lower than those named last year at the meeting. The question of freight rates was taken up and discussed, as was also some legislative matters and other local questions pertaining to the business.

Ohio.

Little things sometimes cause big joys. A report from Napoleon, Ohio, says: Wauseon is rejoicing over a proposed $2,000 canning factory which will employ sixty to seventy people.

Columbus, Ohio.—The Darby Canning Company, of Columbus, was incorporated Friday with $50,000 capital, by Henry A. Williams, Ohmer E. Davis, Charles I. Stauffer, Ernest C. Madden and Joseph H. Dyer.

Tennessee.

Tullahoma, Tenn.—A number of Tullahoma people, headed by S. S. Blackman, one of the most enterprising citizens in this section, have subscribed $5,000 for the purpose of establishing a canning factory at this place.

Why Not Use

A Burt Labeling Machine?

Scores of packers discarded hand work long ago--if there was nothing better they would not have done so.

If the Burt Labeler did not do faster, better and much cheaper work, why are several hundred used?

It seems like unusually poor judgment to defer the installation of such a wonderful time-saver, when so many other packers use and heartily endorse them.

The Burt Labeling Machine is practically perfect; for durability, simplicity, easy running and capacity, it cannot be equalled--guaranteed. No wrinkled, puckered and discolored labels result from its use, something no other method can prevent. An abundance of proof to convince you that it is far superior to any other method.

If you are interested in saving money, write the makers of this wonderful machine,

BURT MACHINE COMPANY,

BALTIMORE.

Canning Items.

Alabama.

Huntsville, Ala.—A party of Indiana capitalists are in the city with a view to establishing a canning factory. The new enterprise, if secured, will represent an investment of about $25,000.

Huntsville, Ala.—A party of Indiana capitalists are in the city with a view to estabilshing a canning factory. The new enterprise, if secured, will represent an investment of about $25,000.

Canada.

Toronto, Ont., Dec. 1, 1904.—At a meeting of the shareholders of the Harriston Pork Packing Company yesterday, the sale of the company's plant to the Wm. Davies Company, of Toronto, was ratified. Operations at Harriston will be commenced by the purchasers without delay.

Colorado.

Boulder, Colo., Nov. 29.—The Boulder County Fruit Growers' Association, whose headquarters are at Boulder, has appointed a committee of five to investigate the cannery question. This committee will collect data as to the cost of a building and machinery, expense of operating same, probability of securing material to put up, etc., and report at a future meeting.

Florida.

Jacksonville, Fla.—Florida Packing Company, recently incorporated with $100,000 capital, C. W. Richardson, vice-president, Charles E. Smith, secretary, and R. J. Emgleton, treasurer, is arranging for the erection of packing plant which will be equipped for a daily capacity of 150 cattle.

Iowa.

Council Bluffs, Ia.—That Council Bluffs will have one canning factory in operation during the coming season is assured. That it will have two is almost as much of a certainty.

At a meeting in the office of William Arnd yesterday afternoon the decisive steps were taken in the formation of a stock company to be known as the "Growers' Canning Company of Council Bluffs, Ia." Officers were elected to manage the business of the company and the enterprise was put in a way to be pushed to speedy and immediate realization.

This is the company the stock of which has been subscribed almost wholly by the members of the Grape Growers' Shipping Association. The capital stock of the company was fixed at $25,000, of which $12,000 has been subscribed and will be paid in before the company commences business.

A committee consisting of William Arnd, J. J. Hess and F. F. Everest was appointed to decide on a site and attend to other matters. These men, together with Robert McKenzie, C. A. Konigmacher, Dr. A. P. Hanchett and P. C. DeVol, will constitute the board of directors. It is expected the output of the plant the first season will probably be from 1,500,000 to 2,000,000 cans. Canvassing will immediately begin to secure contracts with farmers for the growing of the necessary corn, tomatoes, etc.

The other company which contemplates operating a plant in this city during the coming season is the Council Bluffs Canning Company, which has already filed articles of incorporation. Charles Schmidt, owner and operator of canning plants at Avoca and Harlan, is largely interested in the venture. This company expects to use the building of the old Council Bluffs Canning Company, more lately occupied by the Smith Refining Company. Modern machinery will be installed, however, and it is expected the plant will be one of the largest in Western Iowa.

Maine.

Rockland, Me.—The large plant of Thorndike & Hix, canners and wholesale grocers, located on the water front, was destroyed by fire Dec. 5. The contents were valued at $30,000, and insured for about $18,000. The loss on them is about $5,000. The total loss approximates $40,000.

Maryland.

Baltimore, Md.—The directors of the American Can Company have declared a quarterly dividend of 1¼ per cent on the preferred stock, payable on January 1.

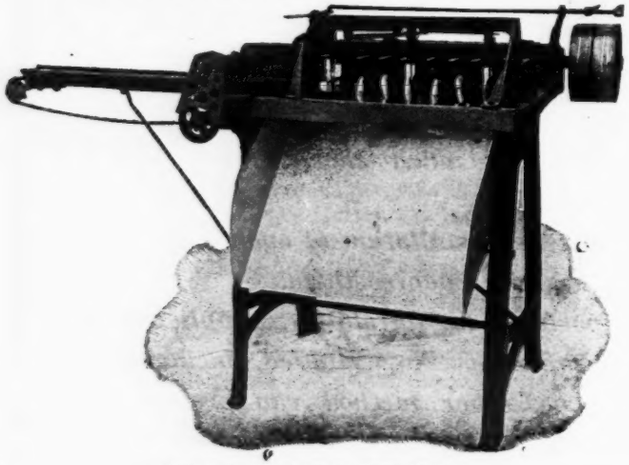
Massachusetts.

Unity, Mass.—The Portland Packing Co. have bought the bean factory of Messrs. Fogg, Grant & Fuller and will move it to their own lot. It is understood that they will can beans and other vegetables the coming season.

MORRAL BROTHERS, Morral, Ohio,

MANUFACTURERS OF

CANNING HOUSE MACHINERY



The Morral Improved Corn Cutter.

The Morral Improved Corn Cutter

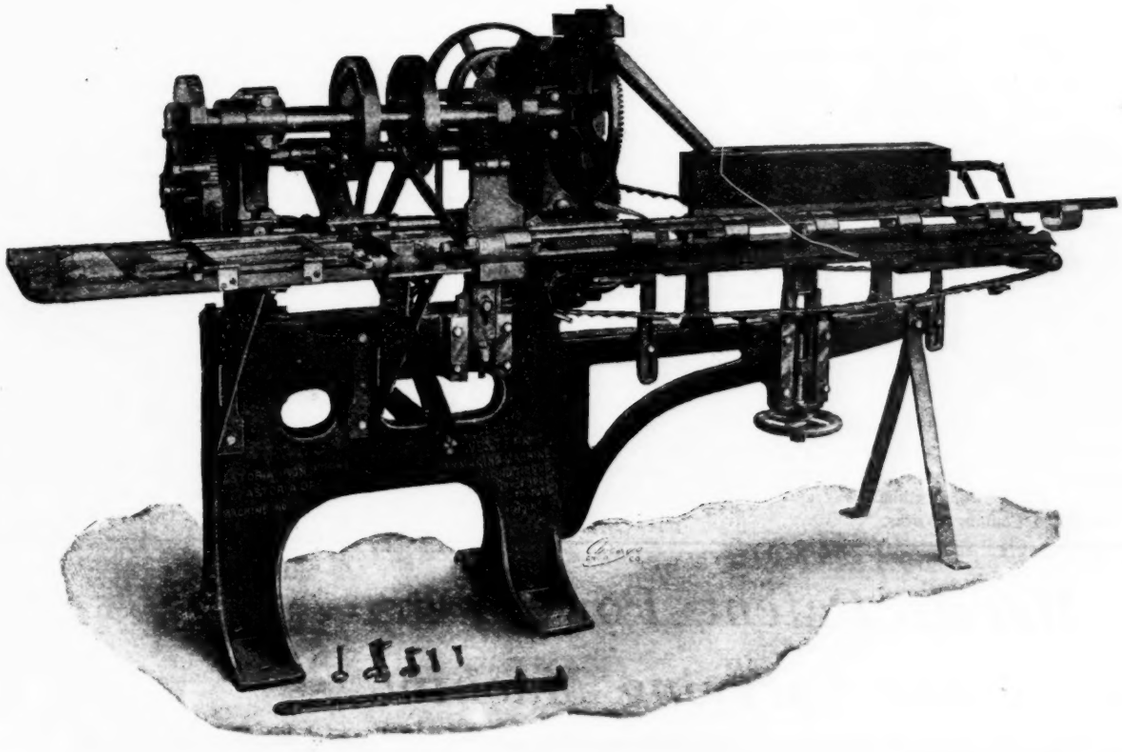
is the most simple in construction, and has the most positive feed of any cutter on the market. It will cut the small ears as well as the large ears without clogging. If an ear should clog (which seldom happens) there is a device on the machine whereby the knives and all the scrapers can be thrown open at once by simply moving a lever, and the Cutter can be unclogged in an instant. It is guaranteed in every respect, and it will pay you to get our prices and terms before you buy.

SOME OF THE CANNERS WHO USE THE MORRAL CORN CUTTER:

C. E. Sears & Co., Circleville, Ohio.
P. Hohenadel, Jr. Co., Janesville, Wis.
W. Scott Whiteford, Whiteford, Md.
The Scioto Canning Co., Circleville, Ohio.
VanWagner & Clark, Ellenville, N. Y.
J. T. Polk Co., Greenwood, Ind.
Mounts & Baugh, Clarksville, Ohio.
The Auburn Canning Co., Auburn, Neb.
The Lebanon Canning Co., Lebanon, Ohio.
Minnesota Valley Canning Co., Le Sueur, Minn.
Wells Canning Co., Morenci, Mich.
Flat Rock Canning Co., Flat Rock, Ind.,
Floral City Canning Co., Monroe, Mich.
Hope Canning Co., Hope, Ind.
Edgar Canning Co., Edgar, Neb.
John Burns, Bonner Springs, Ia.
Shepard Canning Co., South Dayton, N. Y.
A. J. Tanner, Oakfield, N. Y.
Wisconsin Canning Co., Oshkosh, Wis.
Hamburg Canning Co., Hamburg, Iowa.
Demeritt & Palmer Packing Co., Waterbury, Vt.
Des Plaines Canning Co., Des Plaines, Ill.
Harry Thompson, Ada, Ohio.
New London Canning Co., New London, Wis.
The Sears & Nichols Co., Chillicothe, Ohio.
Huff Bros., Roanoke, Va.
C. P. Thompson & Son, Alger, Ohio.
New Paris Canning Co., New Paris, Ohio.
Geo. W. Devilbiss, Stewartstown, Pa.
Valley Packing Co., Lebanon, Ohio.

WESTERN
LOCK SEAM CAN-MAKING MACHINE

FREE FROM ALL PATENT LITIGATION.



High-Speed Automatic Can-Making Machinery,

Lock Seam Body Machines,

Headers, Crimpers, Floaters, Testers.

The Western Can-Making Machinery Company,

Stiles-Morse Co., Agents,

65 W. Washington St., - - Chicago, Ill.

Minnesota.

Minneapolis, Minn.—Clovis Fruit Company, of St. Paul, capital of $10,000, will manufacture preserves, wines, and canned fruit, and do a general canning business. The incorporators are Julian C. Bryant, Harry T. Drake, Hartland C. Johnson, Frank E. Hanson, Albert Dreher, L. E. Clearman, all of St. Paul, and T. B. McKelvy. of Clovis, Cal.

Mississippi.

Longbeach, Miss.—A number of new enterprises are scheduled for this vicinity this winter. One of the largest will be located a mile and a half from here, north. The purpose is to manufacture and can cane syrup and can sweet potatoes. Among those interested in the enterprise are W. Quaries, H. Quaries, I. D. Toomer and J. J. Baily. All the available land is being rented for a term of two years to plant in cane.

A report from Appleton, Miss., says: The plant of the McMurray Packing Company will be removed to Pontiac, Ill.

Missouri.

Jefferson City.—National Co-operative Canning and Packing Association, of Springfield, capital stock $10,000, incorporators A. J. Oliver, A. W. Lyon and H. C. Barnes.

Nebraska.

Omaha, Neb.—The canning company promoted by Charles Schmidt, Jr., of Avoca, is practically organized and articles of incorporation, it is said, will probably be filed within a few days. The capital stock of $50,000 is almost all subscribed and the balance, it is stated, is assured.

Associated with Mr. Schmidt in the new company will be Ernest E. Hart, president of the First National Bank; H. A. Searle of the Monarch Manufacturing Company, State Senator C. G. Saunders, T. N. Peterson of the Peterson-Schoening Company, City Treasurer F. T. True, F. J. Daly and others.

It is understood that this company contemplates securing the plant of the Smith Refining Company and will remodel and enlarge it besides installing new and up-to-date machinery.

New York.

Cazenovia, N. Y.—M .J. Keating received the prize of $50 from the Cazenovia Canning Factory for the best average of corn on a certain number of acres, and Harrison Rathbun was awarded the prize of $100 from the Chittenango Canning Works.

SWEET CORN.

Breeding, Growing and Curing for Seed.

By A. Stabler, M. D., Md. Agr. Expt. Station.

[Continued from last week.]

HISTORY OF ROSLYN HYBRID SWEET CORN.

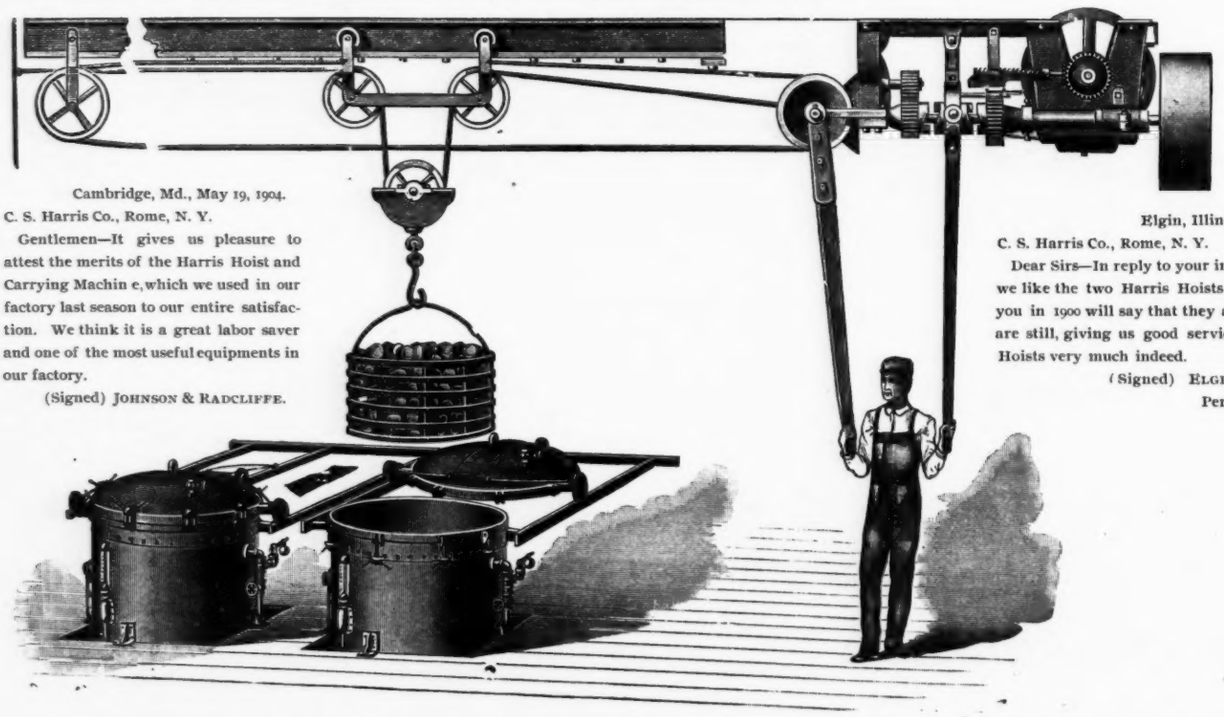
In the year 1878 the crop of sweet corn on Roslyn Farm consisted of about thirty acres, nearly half of which was planted from improved seed of Stowell's Evergreen, and the remainder was of the variety known originally as Burr's Mammoth, but which had been much improved by careful selection.

The object in planting the two varieties was to test their comparative merits for canning purposes. At the end of the season the question still remained somewhat in doubt, as each variety had shown certain ponts of superiority which the other did not possess. The Mammoth produced the longest ears; and this pont, for canning, is one of great importance, since long ears are much more easily handled than short ones, and hence the cost of labor is reduced in the various processes of gathering, husking, silkng and cutting from the cob. But the cob and foot stalk of the Mammoth were unnecessarily large, the grain not proportionately deep, and the rows somewhat broken and irregular on the ear, thus making the corn more difficult to clean in silking. The Stowell's, on the other hand, while the ears were not quite so large, had much straighter rows, deeper grain, and a very small cob and foot stalk. It had been observed that those ears that possessed white silk were much easier to clean than those having silk of a dark red or brown, the latter being tough and wiry, and looking like hair, when mixed with the white grain, whereas the white silk was soft and brittle, and, being the same color as the grain, a small quantity of it was not noticeable.

Now it was found that in both Mammoth and Stowell's some ears had dark silk, but we are satisfied that by careful selection we might obtain a corn having all or nearly all white silk.

In the autumn of the same season, while selecting the stock of seed corn to be planted the following year, the thought occurred to me that a hybrid mght be produced from the two varieties, which should possess the desirable qualities of each, and at the same time secure white silk. With this idea in view I kept my eyes open for extraordinarily fine ears of each variety, which should not only be larger than the average fine ears, but should be perfect in all respects, according to our standard.

The Harris Patent Power Hoisting and Carrying Machine



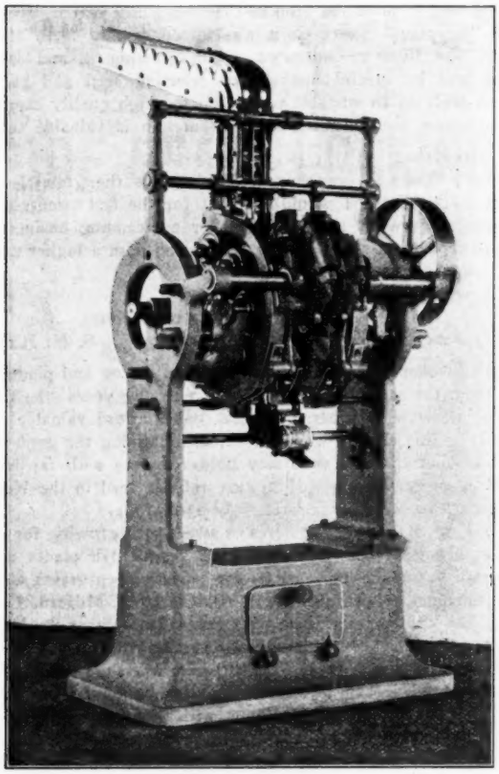
Cambridge, Md., May 19, 1904.
C. S. Harris Co., Rome, N. Y.
Gentlemen—It gives us pleasure to attest the merits of the Harris Hoist and Carrying Machin e,which we used in our factory last season to our entire satisfaction. We think it is a great labor saver and one of the most useful equipments in our factory.
(Signed) JOHNSON & RADCLIFFE.

Elgin, Illinois, May 7, 1904.
C. S. Harris Co., Rome, N. Y.
Dear Sirs—In reply to your inquiry as to how we like the two Harris Hoists purchased from you in 1900 will say that they always have, and are still, giving us good service. We like the Hoists very much indeed.
(Signed) ELGIN PACKING CO.
Per H. D. Barnes.

C. S. HARRIS COMPANY, - ROME, N. Y.

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

GEO. W. ZASTROW,

MECHANICAL ENGINEER,

1404 to 1410 Thames St., BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

Dont worry, ask me, I'll get it for you.

It it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

GEO. E. LOCKWOOD,

308 CHESTNUT STREET, Philadelphia, Pa.

Out of the entire crop I succeeded in obtaining five ears of Stowell's and seven of Mammoth, which satisfied all the requirements, many very large ears having been rejected because faulty in only one slight particular.

At planting time in the spring of 1879, I shelled the five ears of Stowell's into one package, and the seven ears of Mammoth into another. Having selected a plot of excellent soil, well enriched, the rows were laid off four feet apart, and the corn was dropped in these one grain in a place every twelve inches. The first row was planted with Mammoth, the second wth Stowell's, and so alternately until all the seed was plantd, ending with a row of Mammoth. Thus each row of Stowell's had a row of Mammoth on each side of it. I proposed to save seed only from those ears that should grow on the plants of Stowell's. When the young corn obtained a height of about two feet I went along the row of Stowell's and carefully removed all the tillers, or side-shoots, leaving only the central stalk on each hill. As soon as these plants began to tassel, and before any of them had blossomed, I went over and removed all the tassels from the rows of Stowell's, leaving the Mammoth untouched.

Then was noticed a singular effect—the stalks of Stowell's that had all been topped, ceased to grow in height, but became much stouter, had broad dark green blades, and put forth ears in unusual abundance and of astonishing size. The plants had been deprived of the male reproductive organs, and hence were stimulated to greater development in other directions.

The ears which grew on the Mammoth were all pulled in the green state, and turned into the canning factory. The ears on the Stowell's, which were all fertilized from the Mammoth tassels, were allowed to ripen, and turned out a very large proportion of beautiful, large, perfect seed ears, equal to, and many of them exceeding, the few choice ears planted. Some of them which were exhibited at the Montgomery County Agricultural Fair, in September, 1879, were awarded the first premium over all competitors for sweet corn. It had all the desirable points: Large ear, straight rows, white silk, deep grain, small cob and foot stalk; and at the same time a yield of ears exceeding that from any other rows in the field.

In the spring of 1880 three varieties of sweet corn were planted at Roslyn: Mammoth, Stowell's and Hybrid, each on separate plots of ground; but at the close of the season it was so perfectly evident to everybody that the Hybrid was superior to either of the others, or, in fact, to any variety of sweet corn previously known, that in 1881 no other was planted. A thirteen-acre field this year was estimated to have produced at the rate of eighty cases, or 1,920 two-pound cans to the acre. Fifty cases, or twelve hundred cans, used to be considered a large yield of the old varieties, and only once before were they known to produce as much as 75 cases to the acre.

Care is taken each year to choose out a few of the finest ears in the entire crop. These are planted early, on a choice piece of land, and the entire product from these allowed to ripen. From this is selected the stock of seed to plant the crop of the succeeding year.

When "Egyptian" Sweet Corn was introduced, in 1878, Mr. S. N. Hyde, who now lives in Baltimore, began growing it, and saving his own seed; and by careful methods of selecting seed and packing of the product, built up an enviable reputation for high quality canned corn. In this connection the following letter from him is valuable testimony:

Mr. H. J. Patterson,

Dear Sir:—Your favor received. As regards the growing of good sweet corn in this State, I would say that for the last twenty-six years (except 1903) I grew all the seed corn for my canning business, and I never had to replant. I sold the corn, when canned, at a higher price than any canned in America.

I am now out of business.

Very truly yours,

Baltimore, January 25th, 1904. S. N. HYDE.

In Harford county, the Bakers having been saving and planting their own seed about the same length of time—twenty-five years—the following notes of an interview with Mr. Chas. W. Baker afford valuable evidence that not only is this climate well suited to maintaining the good qualities of sweet corn, but that the seed may be saved here with far less labor and care than is unually required to cure reliable seed in the North. Notes taken at Aberdeen, Maryland, July 23rd, 1904.

Mr. Chas. W. Baker has 500 acres of sweet corn growing for canning. He has not changed seed for twenty-five years. He plants a special strain of small grained Evergreen, having narrow deep grains, developed from seed obtained originally from E. B. Clark, of Milford, Conn. It is sweeter than the large grained Evergreen, two thirds as large, and just as early. To save seed, he sets aside certain rows in a field of good corn, and does not touch it at all until October, when the corn and fodder is all dead ripe. He then husks out the corn, allowing the fodder to waste, and spreads it thinly on a floor with plenty of ventilation, and allows it to remain there all winter. Just before planting it is shelled.

He pays no attention to any special characters, and does not breed or select, except to merely have the seed come from a field where the

Convention Program and Souvenir.

Two weeks before the meeting of the Annual Convention in Februrary, 1905, of the Western Packers' Canned Goods Association, the Atlantic States Association, the National Canned Goods Brokers Association, and the Machinery and Supplies Association, THE TRADE will issue an especially fine number as a

Program and Souvenir

of the meeting.

This issue will be gotten up in handsome style, and besides giving the Official Program of each day's proceedings during the meeting of each Association, announcing the matters of importance to come before the Convention, amusement features proposed, hotel rates, etc., will give a

List of the Exhibitors,

and a description of the new machines and all exhibits. Also numerous photographic views of the Great Baltimore Fire, as it will be the first anniversary of that event.

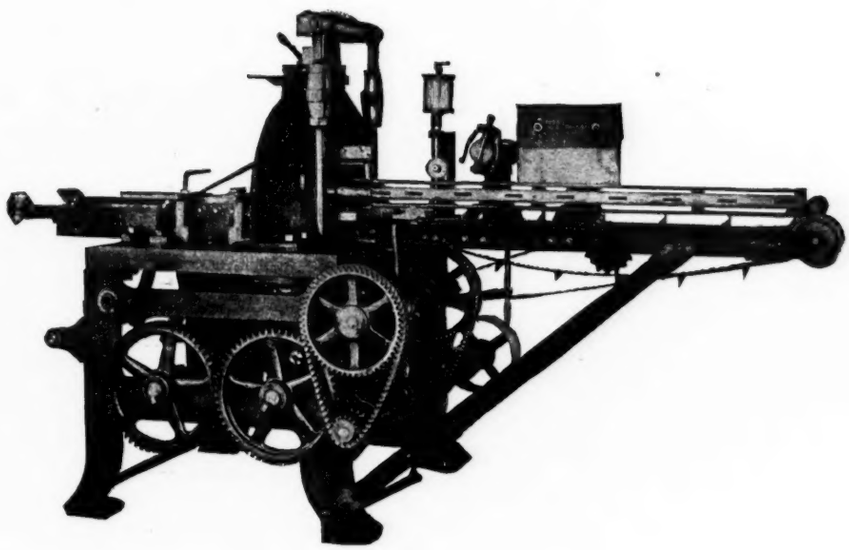
WATCH FOR IT!

STEVENSON'S

LATEST IMPROVED

SIDE SEAM LOCKING AND SOLDERING MACHINE.

PATENTED NOVEMBER 19, 1901. OTHER PATENTS PENDING.



The above cut is a representation of our latest improved lock seam body forming machine with side seam soldering device combined.

The important features of this machine are quick adjustments, and the rapid removal of jams and mashes. The latter is accomplished by simply raising the horn.

The capacity of the machine is 50,000 bodies per day.

Price on application.

We also manufacture AUTOMATIC HEADERS, FLOATERS, CRIMPERS, CAN TESTERS, POWER PRESSES, &c.

Machinery of all kinds Built to Order and Repaired.

STEVENSON & COMPANY,

601-7 S. Caroline Street, **Baltimore, Md.**

corn is a good crop of the right kind of corn. In the vicinity of Aberdeen are about 7,000 acres of sweet corn growing for canning this year. Nearly all of it is from home-grown seed of Evergreen and "Shoe Peg," these being the varieties most used at present. The packers do not want large-grained corn, because it is unsightly in the cans. There are no worms here, except in corn planted very late. They plant corn in check 3½ feet square, and leave two plants in a hill.

It is cultivated mostly with two-horse walking cultivators. People in this section have found by long experience that if they do not save their own seed they cannot expect a good stand of corn. They never have had as fine a prospect for corn as this year. In a stretch of twenty miles along the railroad almost no other corn but sweet corn is planted. In canning, the whole grain is cut from the cob at one stroke, the silk is removed by a machine on the principle of a wheat fan, and the corn is packed straight without the addition of anything but water.

Most of the packers in the State of Maine add sweetening, which accounts for Maine corn being sweeter than Maryland corn. The development of useful varieties of sweet corn evidently has depended, and will depend more upon men and methods than upon climate. The experience at Aberdeen shows that there is no inherent tendency to deteriorate, if the variety be kept pure, and be grown under ordinary favorable conditions.

The recorded experience of experimenters with field corn of many varieties, at many places, all point to the fact, now generally accepted, that corn does best, *i. e.*, makes the largest yield of grain, when grown under climatic conditions similar to those where the variety or strain has been grown for a number of years. That in obtaining seed from a distance it is better to go East or West, rather than North or South, and to pay attention not merely to latitude, but to isothermal lines, altitude, fertility and depth of soil and humidity. A corn that has always been grown on low ground near the sea in a humid climate, and in highly-manured, intensely-cultivated soil—the conditions in Connecticut—will not produce as well on the high dry hill sides of Central and Western Maryland as a corn that has been grown and selected for a series of years to suit similar conditions.

In Harford county, Maryland, the climatic conditions during the growing season are very similar to those found in Connecticut, except that the season is a little longer, and hence more favorable to the curing of seed. In Connecticut the practice is to manure heavily all land in preparation for corn, and to keep up the cultivation until the corn is nearly matured. In Maryland these two great desiderata—manure and intensive culture—are often deficient in amount, and the mean relative humidity of soil and atmosphere is certainly much less in Western Maryland than in Southern Connecticut during the growing season.

Normal Precipitation.

Stations.	May	June	July	Aug.	Sept.	Total.
	In.					
New Haven, Conn.	3.65	2.95	4.94	5.12	3.71	20.37
Baltimore, Md.	3.78	4.02	4.70	4.05	3.88	20.43
Westminster, Md.	3.83	3.41	3.27	3.58	4.54	18.63
Hagerstown, Md.	2.55	3.87	4.54	2.77	1.85	15.58

Mean Temperature.

Stations.	May	June	July	Aug.	Sept.
New Haven, Conn.	57.6	67.3	71.8	70.0	63.5
Baltimore, Md.	64.2	73.5	77.2	74.9	67.9
Westminster, Md.	64.5	72.7	73.8	77.2	72.8
Hagerstown, Md.	64.4	72.7	75.3	75.1	69.4

The records for Westminster and Hagerstown are short and broken for some of the months, and hence do not give good normals.

The table shows that July and August, the months in which the corn planted in May is forming ears and perfecting grain, are relatively cool and moist in Connecticut, and comparatively hot and dry in Western Maryland.

In Connecticut most of the summer rainfall occurs in gentle showers, frequently repeated, that favor, rather than prevent, cultivation. In Western Maryland, while it is not exactly a dry climate, there are often, during the summer, very heavy storms, with two or three weeks of dry weather between, when the soil on hillsides becomes very dry, and cultivation is omitted for fear of injuring the corn.

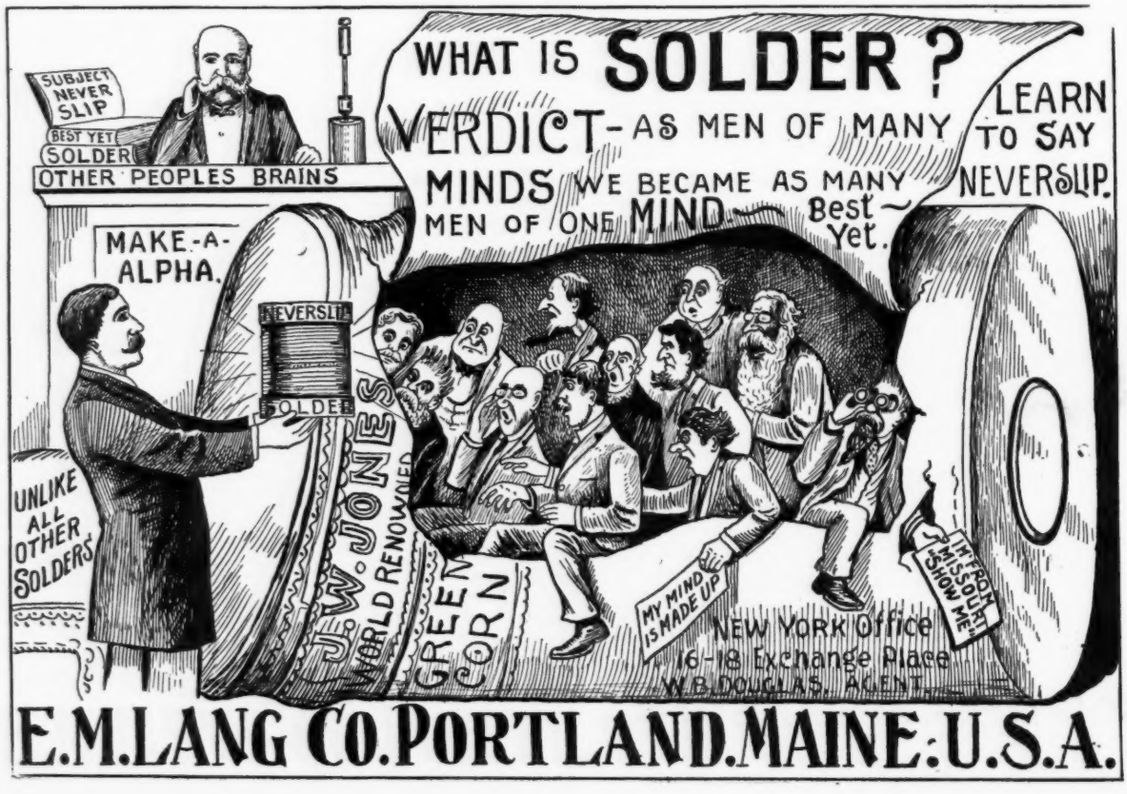
A corn that has never had to stand such conditions curls up and stops growing much quicker than the deeper-rooted native varieties. Nor are these deep-rooted plants necessarily of poor quality, for the "Egyptian," which possesses great heat and draught-resisting power is one of the most sweet and tender of all sweet corns.

[CONTINUED NEXT WEEK.]

STONE TOMATO SEED.

Canners ! Don't pay two prices for your Tomato Seed. We can furnish you pure, choice, new Stone Tomato Seed at 75c. per lb. in 25-lb. lots. Address,

OWENSBORO SEED CO., Owensboro, Ky.



OUR LINE OF

Canning Machinery

is

Modern in Every Detail,
Substantial in Construction and
Fully Guaranteed in Operation.

Every Machine Designed by an Expert and Specialist.

We manufacture the "EUREKA"

GREEN PEA GRADER, STRING BEAN GRADER, BEAN AND APPLE FILLER, GREEN PEA CLEANER, STRING BEAN CUTTER, TOMATO AND PUMPKIN PULPER, GREEN CORN HUSKER, PEA BLANCHER, PICKING TABLES AND EXHAUST BOXES.

Particulars of which we shall be glad to send on application.

THE S. HOWES COMPANY,

(INCORPORATED)

SILVER CREEK, N. Y.

Convention Notices.

CANNING MACHINERY AND SUPPLY ASSOCIATION.

Terre Haute, Ind., Dec. 12, 1904.

The committee of the associations, which has the selection of the city in which our annual convention is to be held, has again agreed upon Columbus, Ohio, for the entire second week of February. 1905.

The Southern Hotel will be headquarters again. All members desiring parlors will find that the Southern has the best for exhibit purposes, and plenty of them.

The city of Columbus is building a very fine auditorium, and should it be completed in time for our convention, we can have possession; otherwise, we will occupy the same auditorium used last year. Everything will be so arranged that all exhibitors will have no trouble whatever in placing their exhibits. The size of shaft is 2¼, speed 150 and live steam, gas, electric current direct 110 volts.

I desire again to impress more strongly the necessity of shipping exhibits early. In shipping machinery and supplies, please ship to John T. Staff, Secretary, Columbus, Ohio, in care of Southern Hotel. Prepay all freight when possible and send B. L. to me at above address. Mark on each tag by whom shipped, from where and number of pieces. Also mark weight of each shipment plainly as I intend having Transfer Company to haul by weight instead of pieces.

Please let your space requirements be as limited as possible, as you well know our association is rapidly increasing each year and the item of space is becoming quite a difficult proposition.

Later our annual circular will be mailed to each member and all canners and brokers throughout the United States and Canada.

JOHN T. STAFF, Sec'y-Treas.

THE WESTERN PACKERS CANNED GOODS ASSOCIATION.

Bloomington, Ill., December 12, 1904.

The presidents of the two associations that had decided to meet in joint convention, have just completed a trip to different points, figuring on location for the convention, and have decided to hold the next meeting at Columbus, O., the second week in February, 1905.

Those who attended the last convention will be much pleased to know of this decision. The program is not fully completed, but one interesting feature is arranged for in an address to be given by Prof. E. F. Ladd, of North Dakota, on Pure Food Studies.

IRA S. WHITMER, Sec'y-Treas.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

Labelling, Wrapping, Lacquering

at less than half your present cost with unskilled labor ought to make you think. You think and I know. Let me prove it.

E. J. Judge,

San Francisco, Cal.

AT THE THEATRES

Week of December 19, 1904.

FORD'S.
THE MERRY SHOP GIRLS.
Matinees Monday, Wednesday and Saturday.

CHASE'S.
THE MYSTERIOUS MR. BUGLE.
Matinees Tuesday, Thursday and Saturday.

MARYLAND.
KEITH'S ELITE VAUDEVILLE.
Matinee Daily.

AUDITORIUM.
"DAVID HARUM."
Matinees Tuesday, Thursday and Saturday.

BLANEY'S
A WOMAN'S STRUGGLE.
Matinees Monday, Wednesday, Friday and Saturday.

HOLLIDAY ST.
DANGERS OF WORKING GIRLS.
Matinees Monday, Wednesday and Saturday.

MONUMENTAL.
THE WORLD BEATERS.
Matinee Daily.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.

	Cash.	Regular.
Standard 2s	$	50 .....
" 3s	....	57½ 70
" Gallons	....	1 65 1 90

BAKED BEANS.

Lunch 1s	$	31 42
" 2s	....	40 70
Tall 2s	....	40 70
" 3s	....	55 90

BEANS.

Green String 2s	$	50 75
" " 3s	....	75 90
" " Gallons	....	2 40 2 50
White Wax 2s	....	45 65
" " 3s	....	80 90
" " Gallons	....	2 25 2 60
Refugee 2s	....	80 .....
" Extras, 2s	....	1 25 1 60
Green Lima 2s	....	85 90
" " small 2s	....	1 10 1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	57½ .....
" Extra Fancy Preserved Strawberries	....	1 20 1 25
No. 1 Ex. Pres. Strawberries, oval cans	....	80 .....
" 2 Standard Raspberries	....	75 .....
" Ex. Pres. Red Raspberries	....	1 20 .....
" Standard Blackberries	....	92½ .....
" 3 " "	....	....
" 2 Extra Blackberries	....	....
" " Fancy "	....	1 20 .....
" Standard Gooseberries	....	95 .....
" " Blueberries	....	75 .....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	95 1 00
" " Pres	....	1 10 1 15
Blueberries, 2s	....	67½ 70
Strawberries, 2s	....	57½ 60
" Preserved 1s	....	80 85
" " 2s	....	1 15 1 30
" Gallons	....	2 75 3 00
Gooseberries, 2s	....	90 95
Raspberries, Red 2s	....	75 80
" " " Preserved	....	1 20 1 30
" Black 2s	....	75 80
" " " Preserved	....	1 20 1 25

CHERRIES.

Red 2s	$	60 65
White 2s	....	1 00 1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$	67½ 70
" Choice	....	75 80
" Dry Pack	....	75 90
" Shoe Peg	....	85 1 00
" Choice Standard County	....	....
" Standard County	....	....
" " Extra County	....	....
" Fancy County	....	....

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	65 70
" New York or Maine Style	....	70 80
" Seconds, Soaked	....	55 60
" Standard, Evergreen	....	55 60

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	55 60
" New York or Maine Style	....	67½ 75
" Seconds	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	60 .....
" " " Dry Packed	....	75 .....
" Ex. Sugar Corn, fine qual., dry pk'd.	....	85 .....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	52½ 55
" New York or Maine Style Dry Pack	....	75 85
" Seconds " " "	....	....

CORN AND TOMATOES.

No. 2	$	65 .....
No. 3	....	....

OKRA.

Standard 2s	$	 70
" 3s	....	 90

OKRA AND TOMATOES.

No. 2	$	 65
No. 3	.....	 85

OYSTERS.

	Cash.	Regular.
2s, 4 Ounce	$	80 .....
1s, 5 "	....	87½ 90
1s, 8 "	....	..... 1 45
2s, 10 "	....	1 55 1 65
1s, Light Weight	....	47½ .....
2s, Light Weight	....	....
1s, Lunch Tins	....	....
1s, 6 Ounce Selects	....	....
2s, 12 " "	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 00 .....
" 2 "	....	....
5 oz. No. 1 Standards	....	 85
10 " " "	....	..... 1 55
5 oz. Standards, tall cans	....	85 .....
10 " " "	....	1 55 .....
4 oz. No. 1 Cove	....	75 .....
8 " 2 "	....	1 45 .....
No. 1 Light Weights	....	47½ .....
" 2 " "	....	85 .....

PEARS.

Bartlett 2s	$ 75	....
" 3s	..... 1 00	....
Extra Bartlett 2s	....	....
" " 3s	....	....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 45 1 60
" Seconds, "	....	1 10 1 15
" Pie Unpeeled	....	80 85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 50 1 60
3-lb. " Selected " "	....	1 65 1 75
No. 3 Standard, Yellow, country packed	....	1 40 1 45
" Seconds, Yellow	....	1 10 1 15
" " White	....	1 05 1 10
2-lb. " Peaches	....	80 90
No. 2 Standard, Yellow	....	1 10 1 15
" " White	....	1 10 1 15
Gallons, Pie	....	2 65 2 75
3-lb. Pie	....	75 80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$	..... 1 10
" Extra Standard, Yellow	....	1 15 1 20
" Seconds, White	....	80 85
" " Yellow	....	85 90
No. 3 Standard, White	....	1 40 1 50
" " Yellow	....	1 45 1 50
" " Extra Yellow	....	1 65 1 75
" Off Standard, Yellow	....	1 30 1 40
" Seconds, White	....	1 10 1 15
" " Yellow	....	1 15 1 25
" In Syrup	....	1 35 1 40
" Pie, Unpeeled	....	85 90
No. 6 " "	....	....
Gallons, Pie, Unpeeled	....	2 75 2 90
" " Peeled	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	75 .....
" " Peeled	....	1 00 .....
Gallon Pies, Unpeeled	....	2 60 .....
" " Peeled	....	....
No. 2 Seconds, White	....	80 .....
" " Yellow	....	85 .....
No. 3 Seconds, White	....	1 05 .....
" " Yellow	....	1 10 .....
No. 2 Standards, White	....	95 .....
" " Yellow	....	1 00 .....
No. 3 Standards, White	....	....
" " Yellow	....	1 45 .....
" Ex. Selected, Yellow	..... 1 60	1 75 .....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	70 80
" " " Sifted	....	85 1 20
" " " 2ds, labeled Standard	....	55 60
" Soaks	....	40 45
" Seconds	....	....
" Marrowfat, Full Standard	....	75 .....
" " White	....	....
" " Soaks	....	40 45

M. MORFIT, Broker, Baltimore.

2 Early June Standard	....	75 85
2 " Sifted	....	1 00 1 20
2 " Extra Sifted	....	1 10 1 35
2 " Extra Fine Sifted	....	1 40 1 60
2 " Petit Pois	....	1 75 2 00
2 " Off Standard	....	70 75
2 " Off Sifted	....	85 95
2 " Off Extra Sifted	....	95 1 15
2 " Off Sifted Petit Pois	....	1 40 1 75
2 " Seconds	....	60 70
2 " " Sifted	....	80 85
2 " " Extra Sifted	....	90 1 10
2 Marrowfat	....	75 85
2 " Sifted	....	85 95
2 " Extra Sifted	....	1 10 1 50
2 " Seconds	....	60 75
2 Sweet Extra	....	90 1 00
2 Sweet Petit Pois	....	..... 1 50

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	.....	.....
Extra 1s, Eyeless and Coreless	.....	.....	1 50	.....
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 50	1 75
Preserved 2s, Eyeless and Coreless	.....	.....	1 85	1 90
" " Grated	.....	.....	.....	.....
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.				
No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	95	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 10	.....
" " in Syrup	.....	.....	.....	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	62½	.....	65	.....
" Seconds	57½	.....	60	.....
No. 2 Full Standards	45	.....	50	.....
" Seconds	42½	.....	45	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.				
No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.				
No. 3 Full Standard	62½	65	67½	70
" Seconds, Labeled Standards	62½	.....	.....	62½
No. 2 Full Standards	47½	.....	50	52½
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.				
No. 3 Standard	70	75	.....	.....
" " Country	65	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 2 Standard Tomatoes	47½	.....	.....	.....
" 3 " "	65	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	60	.....	.....	.....
" 2 "	45	.....	.....	.....
Gallon Standard Tomatoes	1 90	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 75 @	1 90
" Maryland gallons	1 70	1 75
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String, Southern	52½	55
" Baked, No. 3	65	70
" N. Y. String, 2s	1 00	1 50

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	1 05	1 10
" " Maine	.....	.....
" " Southern	77½	80
" " Western, 2s	82½	90
LOBSTER—Talls, 1-lb	.....	.....
" flats, 1-lb	3 25	3 50
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 20	1 45
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	1 25
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	50	65
" Gallon	2 00	.....
SALMON—Columbia River talls, 1-lb	1 70	1 75
" " " flats, 1-lb	1 80	1 85
" " " ½-lb	1 15	.....
" Alaska Red, talls, 1-lb	1 17½	1 23½
" Medium Red, talls, 1-lb	1 10	1 12½
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	1 60	1 67½
" " flats, ½-lb	1 15	1 20
" Alaska Pink, talls, 1-lb	80	85
" Cohoes, talls, 1-lb	1 07½	1 10
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	67½	75
" No. 3 " New Jersey	95	1 00
" Gallons, Maryland	1 90	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

Drop and Bar	½x½	9x10	8x10
Wire Coil	$ 17½	17	16
Wire Segments	17½	17	16

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .95 P. H. $1 30 P. A. H. $1 70 per thousand.

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 60	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 46	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 19	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 14	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 79	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 35	29 75	.....	.....
Malacca	29 35	29 75	.....	.....

PIG LEAD.

Omaha	$ 4 75	4 85	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. **SAMPLES FREE.**

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. **SEVENTH & GOUGH STREETS, BALTIMORE, MD.**

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

C. W. BAKER. W. E. MORGAN.

BAKER & MORGAN,

Canned Goods Brokers,

ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

WANTED.

One Sinclair-Scott Rotary Pea Separator, with Cylinders 40 inches in diameter and 4 feet long.

Address
ROTARY, care of The Trade.

FOR SALE.

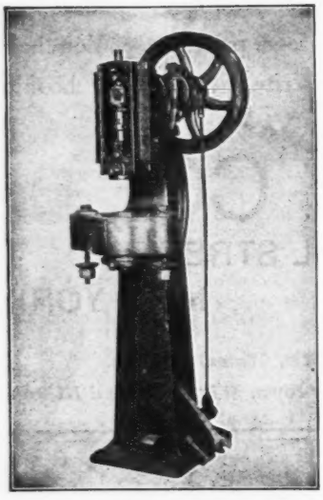
Ayars Continuous Pea Filler, one Triumph Scalder and Washer, one 15-H. P. Horizontal Engine, one King Tomato Filler. All in perfect order. Address
C. M. H., care of Tee Trade.

WANTED.

A Phœnix Bottle Capping Machine. Please state age, condition and price. Address,
PHŒNIX, care of The Trade.

POWER PRESS

WITH IMPROVED CLUTCH.



PRESSES, DIES, ROLLERS, SLITTERS, CRIMPERS and FLOATERS.

PINEAPPLE CORERS, SIZERS, SLICERS and GRATERS.

John R. Mitchell,

CANNING AND CANMAKING MACHINERY

FOOT OF WASHINGTON STREET,

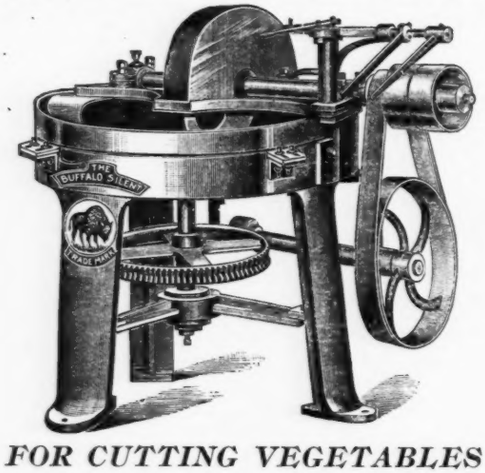
BALTIMORE, MD., U. S. A.

MEAT AND VEGETABLE CUTTER.

FASTEST CUTTER IN THE WORLD.

Noiseless, Clean and Durable.

A GREAT TIME AND LABOR SAVER.



FOR CUTTING VEGETABLES

For Picalille, Chile Sauce, Worcestershire and Celery Sauce.

For Mince Meat, Crushed Fruits, &c.

WRITE FOR KRAUT CUTTER CATALOGUE.

JOHN E. SMITH'S SONS COMPANY,

BUFFALO, N. Y., U. S. A.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

THE

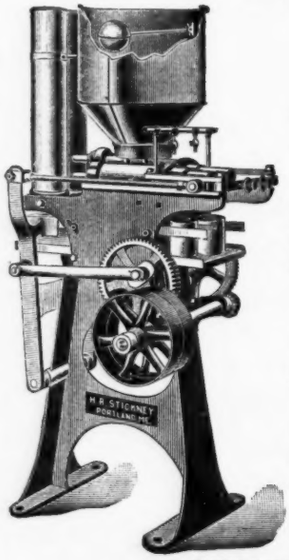
STICKNEY

CONDENSED

MILK FILLER

PATENTED.

CAPACITY 30,000 IN TEN HOURS.



IT IS THE BEST.

Tested by four years of use on Cans and GLASS JARS.

Cans are fed and filled automatically two at a time leaving them perfectly clean on top so they go direct to sealers without intermediate attention.

They are easily set up, operated and cleaned, and the fill is regulated while going to a nicety.

Used by the Borden Condensed Milk Co., in four of their factories, and eleven other concerns use from one to three machines each.

MF'D AND SOLD ONLY BY

HENRY R. STICKNEY, PORTLAND MAINE, U.S.A.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—A reliable man who understands the manufacture of Catsups, Preserves, Baked Beans, etc. Give age, experience, reference and salary expected. Address "C. C. C.," care of The Trade.

SITUATIONS WANTED.

POSITION WANTED—Being at liberty desire to engage with firm or corporation requiring services of manager or superintendent. I am also desirous after one year's approval, of getting an interest in the business, if possible. Can furnish refereuce if desired. Address X, care of The Trade.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

WANTED—Position as superintendent and processor; have had 25 years experience in packing and processing all kinds of fruits and vegetables, oysters, shrimp, etc. I am up-to-date in the installation, care and working of all the modern machinery used in the factory, both as to the packing and can-making business. The finer grades of pineapples, berries, peas. corn, tomatoes and beans a specialty. I am strictly temperate, and can give any amount of best reference, including my last employers. Address Manager, care of The Trade.

Am ready to sign with large canning establishment of responsibility as superintendent or manager for 1905. Conversant with all branches of the canning business. Large experience in packing full line of fruits and vegetables, running canning machinery, and handling foreign and domestic help. Expert on peas and corn. Can remain with present employers. At liberty February 1st. Best of references. Only those willing to pay for the services of a first-class man need write. Address, "Western," care of The Trade.

I am open for an engagement the coming season with any company that will appreciate the services of a man who can manage a factory from the office down, no matter how large, with or without experienced help. Address "Central West," care of The Trade.

WANTED—A thoroughly competent experienced corn processor. Permanent position. Bloomington Canning Co., Bloomington, Ill.

WANTED—Situation as manager or processor in packing house; understands processing in all its branches, also pipe-fitting, etc. Can make cans by hand or machinery and attend to all machinery for such. Twenty years of experience, best of references. Lawrence King, 2208 Fairmount avenue, Baltimore, Md.

WANTED—Position as superintendent or manager by January 1, 1905. Over twenty years practical experience packing fruits and vegetables of all kinds, also winter goods. For the past fifteen years superintendent or manager. Can show samples of this year, packed under my charge, corn tomatoes, string beans, apples and pumpkins. Understand machinery and can making. Can give best of reference as to character and ability. Address "Fidelity," care of The Trade.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Notice to packers and canners—Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

...MAKE YOUR OWN CANS...

THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

Closed without heat, solder or objectionable acid fluxes.

Will stand both retort and bath processing.

A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

A descriptive, illustrated catalog and samples will be sent upon request. State kind of goods packed.

A limited number of cans for trial will be sent, free of cost; but if a more extensive test is desired suitable arrangements may be made with Mess. Bogle & Scott, N. Y. C., for such "NEW SEAM SANITARY CANS" and the use of a Double Seamer, as illustrated."

No. 2 Automatic Double Seamer—Round Cans

—The—

Max Ams Machine Company,

Mount Vernon,

New York,

U. S. A.

Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

It is the Leaks that Count.

CANNERS' SOLDERING FLUX

SHIPPED IN

Never-Leak-Packages

Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

THOMSEN CHEMICAL CO.,

BALTIMORE, MD.

Let us send you a Sample.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,

SOUTHERN RAILWAY,

WASHINGTON, D. C.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

FACTORY

1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead, —Tin Plate.—

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces
—20,000 Pounds Per Day.—

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

A. SCHULTZ & CO.,
Baltimore, Md.

THE CANNED GOODS EXCHANGE
OF BALTIMORE, MD.

246 S. BROADWAY.

President, HUGH S. OREM,

Vice-President, E. H. MILLER. Treasurer, LEANDER LANGRALL.

Secretary, A. F. JONES.

Arbitration Committee:
WM. GRECHT, C. J. SCHENKLE, BENJ. HAMBURGER, LOUIS GREBB.

C. Cecil Smith.

Committee on Commerce:
RUFUS M. GIBBS, E. C. SHIMER, E. C. WHITE, WM. A. WAGNER.

Legislative Committee:
GEORGE PHILLIPS, B. J. MEEHAN, S. J. ROBINSON, JOHN SCHALL,

Counsel, GANS & HAMAN, Chemist, CHARLES GLASER.

Wm. Dugdale,
CANNED GOODS BROKER,

301 Majestic Building, *Indianapolis, Ind.*

Unusual facilities for placing entire packs of goods throughout the west. Correspondence solicited.

TIN STRIPS AND CIRCLES

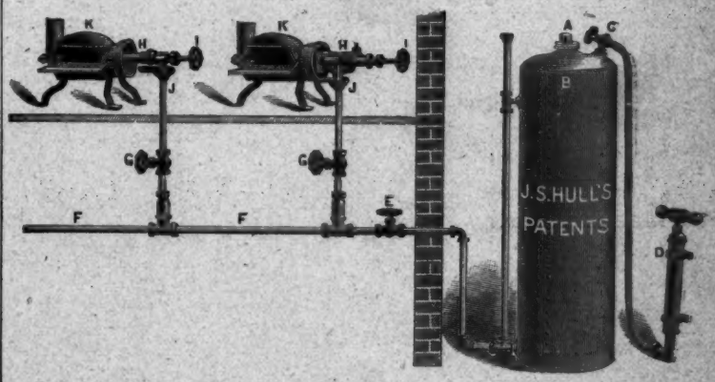
BOUGHT BY AMMIDON & CO.

2215-17 Boston Street, BALTIMORE, MD

J. S. HULL MFG. CO.

125-127 EAST FALLS AVENUE,

BALTIMORE, MD.



Manufacturers of

HULL'S

PATENT GASOLINE BURNERS,

FIRE POTS AND HEATERS.

Repairs Promptly Attended to.

CANNING HOUSE SUNDRIES.

American Can Company

Principal Sales Offices:

NEW YORK,
BOWLING GREEN BUILDING.

BALTIMORE, MD.,
BOSTON AND HUDSON STREETS.

CHICAGO, ILL.,
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.,
209-221 MISSION STREET